

Trade Missions

Timeline

- November 30-December 7, 2007: Governor Patrick travels to China to lead his *Massachusetts Innovation Economy Partnership Mission – China* (A-2 to A-19).
 - The mission focused on Economic development in life sciences and clean energy. 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:
 - 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 (A-15).
 - 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 (A-16).
 - 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 (A-16).
 - Governor Patrick announced the official opening of the Massachusetts Technology Center at the Shanghai Zhangjiang Hi-Tech Park, encouraging innovation and collaboration between businesses in Massachusetts and China (A-16).
 - Other direct wins:
 - Since the time the mission has been completed, the state has secured six foreign direct investment projects from China representing over \$15 million in capital investment.¹
 - In May 2009, 15 companies (eleven in Massachusetts) signed letters of intent with the Shanghai Zhangjiang Hi-Tech Park to co-develop technological products at the Massachusetts Technology Center at the park. The Park will provide R&D expertise and \$20-30 million in capital to Massachusetts companies.²
 - 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. The meeting resulted in a Memorandum of Understanding to formalizing the existing

¹ “Focus on China” (C-2).

² Ibid (C-3).

cooperative relationship in two-way investment promotion between Massachusetts and China.³

- March 7-17, 20011: Governor Patrick travels to Israel and the United Kingdom to lead his *Massachusetts Innovation Economy Partnership Mission – Israel/UK* (A-20 to A-96).
 - During the mission to Israel, Governor Patrick met with Prime Minister Netanyahu to discuss economic opportunities (A-45); urged the CEO of ElAl Airlines to create a direct flight from Boston to Tel Aviv (A-31); led a forum on growing the clean energy and green jobs sectors in Massachusetts and Israel (A-39); and signed a Memorandum of Understanding with Israel that would allow for further collaboration in research and development programs between Massachusetts and Israeli companies (A-47, memorandum B-2).
 - Israel Direct Wins:
 - June 29, 2011: Governor Patrick announces the creation of the Massachusetts-Israel Innovation Partnership (MIIP). The MIIP is a \$2 million partnership between the MSLC, the Massachusetts Technology Collaborative, and the Massachusetts Clean Energy Center, and Israel’s Office of the Chief Scientist. The program commits funding for Massachusetts and Israeli companies that are engaged in cooperative industrial research and development projects. It was created as a result of Governor Patrick’s trade mission to Israel.⁴
 - September 6, 2011: EarlySense, whose flagship product is an automatic, continuous, contact-free, patient-monitoring solution that monitors and documents a patient’s vital signs and movement, announces that the company’s new U.S. headquarters will be located in Waltham. The company expects to hire 10 employees in Massachusetts before the end of 2011 and then an additional 10-20 employees annually thereafter.⁵
 - Israel Indirect Wins:
 - October 2, 2012: Governor Patrick announces at the AdvaMed 2012 conference that Israeli-founded exoskeleton technology leader, ARGO, has selected Massachusetts as its US headquarters.⁶

³ “Focus on China” (C-3).

⁴ Massachusetts and Israel Unveil \$2 million agreement to finance joint R&D Projects that Foster Economic Development (A-87)

⁵ Governor Deval Patrick Addresses Ceremony Hosted by MetroWest Medical Center and Massachusetts Life Sciences Center Inaugurating MetroWest’s New Patient Safety and Quality Initiative (A-93)

⁶ Governor Patrick Joins Israeli-Founded ARGO Medical Technologies to Announce Selection of Massachusetts as U.S. Headquarters (A-136)

- During the mission to the United Kingdom, Governor Patrick attended Prime Minister Questions, led by Prime Minister David Cameron, and attended a British-American Parliamentary Group reception to discuss job-growth opportunities between Massachusetts and the UK (A-64); met with Members of Parliament to discuss growing economic opportunities between the UK and Massachusetts (A-62); met with Louis B. Susman, the U.S. Ambassador to the UK (A-54); participated in a roundtable discussion with business leaders from Massachusetts and the UK focused on ways to build partnerships in the tech sector and increase access to public and private financing (A-51); and visited Granta Science Park in Cambridge, UK to discuss plans to cultivate new investment and partnerships between the Massachusetts and the UK life sciences sectors (A-60).

- UK Direct Wins

- June 12, 2012: Xenetic, a specialty drug development company with an extensive proprietary product pipeline with a primary focus on rare and orphan diseases, announces plans to relocate its drug development operations to Massachusetts. The company plans to hire 20 new employees by the end of 2013.⁷
- September 14, 2012: Alacrita, an innovative pharma consulting firm, formally established its US headquarters in Cambridge following Governor Patrick's trade mission to the UK.⁸
- December 6, 2012: Cambridge Consultants, a leading design and development firm based in the United Kingdom, announces a goal of doubling the number of employees at the company's US headquarters in Cambridge, Massachusetts over the next four years.⁹

- UK Indirect Wins

- July 14, 2011: IDBS, a global provider of data management, analytics, and modeling solutions, announces it is expanding its business in Burlington, Massachusetts and establishing its US healthcare headquarters in that office. The company recently added 8 full-time employees in the Commonwealth.¹⁰
- October 18, 2012: Arrayjet Ltd., a leading microarray company utilizing unique inkjet microarray technology to provide solutions to researchers, drug development groups

⁷ Xenetic Biosciences Moves Drug Development Program to Massachusetts Following Governor Patrick's Trade Mission to the UK (A-128)

⁸ Alacrita Establishes U.S. Headquarters in Boston Area (A-134)

⁹ U.K.-Founded Cambridge Consultants Kicks Off U.S. Recruitment Campaign (

¹⁰ IDBS Expands Local R&D Informatics Team and Establishes U.S. Healthcare Center of Excellence in Burlington, Massachusetts (

and diagnostic companies worldwide, is opening a sales office in Cambridge following a March 2011 visit to the UK by Governor Patrick.¹¹

- December 1-9, 2011: Governor Patrick travels to Chile and Brazil to lead his *Massachusetts-Chile/Brazil Economy Mission 2011* (A-97 to A-127).
 - During the mission to Chile, Governor Patrick signed a Memorandum of Understanding 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 (A-109, speech A-112, memorandum B-8).
 - Additionally, the Governor addressed the American-Chilean Chamber of Commerce and met with entrepreneurs at Start-Up Chile (A-114).
 - During the mission to Brazil, Governor Patrick met with Thomas Shannon, the US ambassador to Brazil as well as the Brazilian Ministers of Foreign Affairs, of Science, Technology and Innovation, and of Mines and Energy (A-116).
 - Additionally, the Governor signed an Memorandum of Understanding between UMass Amherst and the Brazilian Agricultural Research Corporation (Embrapa) to broaden cooperative programs in agricultural research and technology (A-118); met with leaders of the São Paulo Research Foundation (FAPESP) to discuss job creation in the science and technology sectors (A-121); and announced the TOP USA-Massachusetts Program, an initiative promoting an academic exchange of faculty and students between several Brazilian and North American Universities (A-123).
- February 16-20 2013: Governor Patrick travels to Colombia to lead his *Massachusetts-Colombia Innovation Partnership Mission* (A-147 to A-153).
 - During the mission to Colombia, Governor Patrick signed a Memorandum of Understanding with President Juan Manuel Santos 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 (A-150).
 - Additionally, with his delegation, met with top Colombian government and business leaders including Minister of Defense Juan Carlos Pinzon, 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 Alfonso Salas Trujillo. The Governor also met with Colciencias and InnPulsa Colombia, two national entities tasked with

¹¹ Arrayjet Increases Presence in North America with Opening of First U.S. Sales Office (A-142)

promoting innovation, entrepreneurship and research in Colombia (A-147).

- May 15-17, 2013: Governor Patrick travels to Ireland and meets with Prime Minister Enda Kenny to discuss the Commonwealth's ongoing commitment to expanding opportunities for economic development and job creation between Massachusetts and Ireland (A-154).

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.

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 7th, and depart the United Kingdom on March 17th 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 Hesson, 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 Deval L. Patrick
Announcement of Israel-UK Trip
State House
February 9, 2011

ACKNOWLEDGMENTS (TBD)

I've just had a very productive meeting with Sir Nigel Sheinwald, the British Ambassador to the United States.

I am proud to announce that this March I will be leading a coalition of the Commonwealth's leading business executives and senior government officials on an Innovation Economy Partnership Mission to Israel and the United Kingdom. This trip is about job-growth opportunities in the innovation industries, including our technology, life sciences and clean energy sectors. Like Massachusetts, the UK and Israel have thriving innovation economies and we look forward to finding ways to strengthen our relationships and forge new ties in both countries.

I will be accompanied by leading members of the Massachusetts business community and a small delegation of the state's top economic development officials, including Secretary Bialecki, Secretary Sullivan and several officials from our business development agencies. We will spend ten days meeting with business leaders and government officials in Tel Aviv, Haifa, Jerusalem, London and Cambridge.

In both Israel and the United Kingdom we will build on an already strong economic relationship. Today there are nearly 100 Massachusetts companies with Israeli ties and in 2009 these companies employed 6,000 people. The UK is one of America's biggest trade partners – Massachusetts exported over \$4 billion worth of goods to the UK in 2009 alone. We will be looking at ways to increase these bonds and find new opportunities for growth.

Our mission is to solidify Massachusetts' place as a worldwide leader in the innovation industries and continue to compete globally for the jobs, investment and businesses of the future. We have the tools to compete in the global economy: the talent, the know-how,

the uniquely skilled workforce. Our agenda at each meeting abroad will emphasize Massachusetts' competitive advantages. As I've said before, we will compete for every job, in every industry, in every corner of the Commonwealth, and the world. And we won't be satisfied until everyone who is looking for work in Massachusetts can find it.

Thank you.

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 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 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.

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 Deval L. Patrick
Mass Challenge Launch Event
Cisco Offices, Tel Aviv, Israel
Tuesday, March 7, 2011

ACKNOWLEDGMENTS (TBD)

Good evening to all of you here with us in Tel Aviv. And to those of you joining in from Boston, good afternoon.

We're just wrapping up our first day here in Israel and we've already had some tremendously productive discussions about some opportunities for mutual growth that we see between the Commonwealth of Massachusetts and the state of Israel. I think it's abundantly clear that we have two highly complementary economies, both focused on the innovation industries and leaning forward into some exciting new industries. As you know, there are already some very close ties between Massachusetts and Israel. On this trip we're working to strengthen those ties and lay the ground work for some new opportunities as well. I think the fact that we're able to leapfrog

geography and have this meeting in real time, high definition video is a testament to how technology and innovation have brought Massachusetts and Israel increasingly close together.

So this is the perfect venue to announce that we will be re-launching one of our most exciting experiments in promoting innovation: MassChallenge. After a successful first year, I'm proud to announce that we will open up the MassChallenge startup competition for a second round, by committing \$1 million of funding over the next four years.

MassChallenge is an open invitation to the world's highest-impact, highest-potential startups to build a company around their idea using Massachusetts resources. Finalists will receive support, mentorship and access to the world class resources that Massachusetts has to offer – no strings attached. Over the next six months, innovative entrepreneurs from around the Commonwealth and around the globe will be competing to turn the spark of their idea into reality.

MassChallenge was born one year ago and just past its first birthday I'm proud to call it a resounding success. Last year we received 446 applications from 26 countries and 24 states. After reviewing applications we provided 111 startups with 3 months of free support that included office space, intense mentoring programs and 250 networking and training events. One startup has an innovative, cheap way to purify water that could save lives in the developing world. Another uses GPS data from cell phones to bring users relevant, location-based advertising from local businesses. In the 6 months since we selected finalists, these startups have raised more than \$20 million in outside, private funding and created almost 300 new jobs. This is all in just six months. And MassChallenge received national attention when it became the youngest program recognized by President Obama for supporting innovative startups.

This year we are particularly honored to extend an invitation to the great innovators of Israel to join this competition. Israel is one of the few places in the world with an innovation economy as concentrated and effective as ours in Massachusetts. Based on what we've seen today and what we know about the entrepreneurs here,

we expect to see some very impressive proposals from Israeli startups.

I am excited to see the variety of ideas from every corner of the globe and to celebrate the wealth of imagination that has always been a fundamental component of the Massachusetts business climate. Ours is an economy that is always asking, “What’s next?” The collaboration between the public and private sector for this program is an example of how we always look forward, no matter the economic challenges of the day. We have the tools to compete. We have the talent, the tradition of invention, the venture capital, the ideas. And so we will compete globally and invite our partners from all around the world to come and solidify our place as a world innovation hub.

I look forward to seeing what the entrants come up with and, most importantly, the new jobs they bring to help strengthen our communities back in Massachusetts. Thank you and good luck to everyone.

GOVERNOR PATRICK HIGHLIGHTS VISION FOR TECH SECTOR PARTNERSHIP BETWEEN ISRAEL AND MASSACHUSETTS

Trade mission delegation tours Israeli offices of two tech companies based in Massachusetts



Governor Patrick discusses collaboration between the Massachusetts and Israeli tech sectors at an IT forum hosted by EMC-RSA in Herzliya. (Photo credit: Alex Goldstein/Governor's Office). [View additional photos.](#)

HERZILYA - Tuesday, March 8, 2011 - As part of the *Massachusetts Innovation Economy Partnership Mission 2011*, Governor Deval Patrick today joined a group of business leaders from Israel and Massachusetts to highlight the Commonwealth's vision for a partnership with Israel to accelerate job growth and investment in the tech sector. Governor Patrick is committed to fighting for every job in every corner of the Commonwealth and will pursue this goal through industry forums, company visits and meetings with Israeli business leaders and government officials over the next five days.

"Massachusetts and Israel have a rich history of synergy and collaboration in the tech sector and today we are strengthening those ties," said Governor Patrick. "To compete in the global economy, we will help researchers, entrepreneurs, and executives in Massachusetts and Israel build networks and relationships with others who excel in innovation."

Joined by his tech sector delegation of industry business leaders and state officials, Governor Patrick met with Israeli executives to discuss his vision for partnership and opportunities for Israeli tech sector companies to expand their businesses to Massachusetts at a forum held at the EMC RSA Anti-Fraud Command Center in Herzliya, Israel.

RSA is the cyber security division of Hopkinton-based EMC. Much of RSA's research and development takes place at its Israel headquarters, one of the largest EMC sites in the world. Following the forum, the Massachusetts delegation traveled to the Israel offices of GlassHouse Technologies, a global provider of data center infrastructure consulting services headquartered in Framingham, Massachusetts. The delegation toured the company's facility and debriefed on the morning's forum, engaging directly with each other about possible opportunities for partnership.

Mark Shirman, President, CEO and Chairman of GlassHouse Technologies said, "Global companies tap into and connect with multiple innovative locations to further growth and competitiveness. Both Massachusetts and Israel are tech leaders, so it makes a great deal of sense to strengthen these connections."

"Innovation is a pillar of our economic development strategy," said Greg Bialecki, Secretary of Housing and Economic Development. "Governor Patrick has made it a priority to promote Massachusetts' global leadership in research and innovation to attract and retain the world's top talent, and the most innovative businesses."

"Initiatives such as the Life Sciences Collaborative and the Tech Hub Collaborative informed the design of the RSA forum in Israel," said Patrick Larkin, Director of the Massachusetts Technology Collaborative's John Adams Innovation Institute. "These dialogues are launch pads for projects that yield tangible results for Massachusetts' competitiveness."

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.

For updates visit www.mass.gov/governor/innovationmission.

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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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.

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 out 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.

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.

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>.

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 Lloyd'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.

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.

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.

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.

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 return to Boston on March 17.

Read more about the Innovation Economy Mission: www.mass.gov/governor/innovationmission.



For Immediate Release
April 14, 2011

EarlySense Selects Massachusetts As Location For U.S. Headquarters Following Governor Patrick's Trade Mission to Israel

MetroWest Medical Center's Framingham Campus will become the first facility in Massachusetts to commercially implement EarlySense's contact-free patient monitoring system

Boston and Framingham, MA and Ramat Gan, Israel, April 14, 2011 --- EarlySense, Governor of Massachusetts Deval Patrick and the Massachusetts Life Sciences Center announced today that Israel-based EarlySense, developer of the EverOn contact-free patient monitoring system, has chosen to locate its U.S. headquarters in Massachusetts. The decision follows the March 2011 visit to Israel by Governor Patrick and a delegation of state leaders from industry, academia and government to promote mutually beneficial collaborations between Massachusetts and Israel. The company intends to hire 10 employees in Massachusetts before the end of the year and has plans to hire an additional 10-20 employees annually thereafter.

Avner Halperin, CEO of EarlySense said, "EarlySense seriously considered several states to locate its U.S. headquarters. We chose Massachusetts for several reasons. For one, we have a favorable history in Massachusetts. EarlySense is engaged in long term research initiatives at various prestigious medical institutions in the state including Partners' Healthcare. However, our final decision was reached following our time together with Governor Patrick in Israel. He convinced us that Massachusetts would be the best location to run our national operations focused on making the EarlySense system the standard of care in hospitals and nursing homes nationwide."

EarlySense and MetroWest Medical Center (MWMC) also announced today that MWMC has become the first hospital in Massachusetts to commercially implement EarlySense's contact-free patient monitoring system.

"The goal of our mission from its outset was to build lasting partnerships and showcase Massachusetts as the home away from home for Israeli companies. I am thrilled that EarlySense has chosen to do just that," said Governor Patrick. "We are proud that EarlySense has made this commitment to put people to work in our thriving life sciences economy, and selected Massachusetts among other states vying for their attention. EarlySense and companies like it bring with them the potential to reduce health care costs and increase the quality of care with their technologies, a critical priority of this administration. I am confident that the Commonwealth will continue to see a significant return on its investment from our economic mission in the months ahead."

“This is a direct result of the Governor’s recent trade mission to Israel,” said Dr. Susan Windham-Bannister, president & CEO of the Massachusetts Life Sciences Center, who accompanied the Governor on the mission. “We were able to reinforce during our meetings in Israel that Massachusetts is a great place to do business for life sciences companies. We welcome EarlySense to the world’s leading life sciences Supercluster, and the Center looks forward to working in partnership with EarlySense as they put down roots and grow here in Massachusetts.”

“The Massachusetts-Israeli connection is strong and gives the Commonwealth a competitive edge in a global economy,” said Consul General of Israel to New England Shai Bazak. “I am excited to welcome EarlySense to a growing list of Israeli companies doing business here in Massachusetts - and thrilled that they have made their decision as a result of the Governor’s economic mission to Israel in March. We will continue to work together to identify new opportunities to show Israeli companies the value of expanding their operations to Massachusetts.”

“EarlySense’s decision to grow in Massachusetts highlights the strength of the cluster here in the Commonwealth and the capacity for industry, academia and government to work together to get things done,” said Robert K. Coughlin, president & CEO of MassBio, who also accompanied the Governor on the trip. “We’re thrilled to have such a cutting-edge, growing, global company join us in telling the story of Massachusetts’ strengths.”

EarlySense’s System is an FDA and CE cleared, automatic, continuous, patient monitoring system approved for use in hospitals and homes. The system activates the moment the patient enters the bed using a contact-free sensor that slips under the mattress and never touches the patient. The system records and documents cardiac, respiratory, and motion parameters for up to 36 patients at a time and alerts staff when thresholds are crossed, as well as if a patient needs turning to avoid pressure ulcers or is leaving the bed and is in danger of falling. Nurses are informed of patient status changes on the patient’s bed side monitor, at the nurse’s station, on their mobile phones and on a large screen display mounted in a prominent spot on the wall in the department.

“MetroWest Medical Center is committed to providing the highest level of care and safety to our patients utilizing proven, cutting edge technologies,” said Andrei Soran, CEO of MWMC. “We believe that EarlySense’s system matches our focus on safety and quality of care. Using this technology we will be able to track patients continuously in a contact-free manner and provide timely, effective care at the bedside. We are convinced by the clinical research that has been done with the system to date and look forward to bringing this technology to the benefit of MetroWest Medical Center and the citizens of Massachusetts.”

“We have worked closely with EarlySense for some time and are very excited about the value of both this promising company and its technology, which has the potential to help hospitals improve patient safety and overcome the issue of alarm fatigue which has presented a major challenge for detecting patients who may be about to decompensate,” said Dr. David Bates, noted by Modern Healthcare to be one of the 100 most powerful people in healthcare in 2010. Dr. Bates is the chief of the Division of General Internal Medicine at Brigham and Women’s Hospital in Boston, a professor of medicine at Harvard Medical School, and the executive

director of the Center of Patient Safety Research and Practice with which EarlySense is currently conducting clinical research.

Last month, Governor Patrick led a coalition of the Commonwealth's leading business executives and state economic development officials on an economic development mission to Israel and the United Kingdom. The Massachusetts delegation focused on job-growth opportunities in the innovation industries, including life sciences, technology, financial services and clean energy sectors. Israel and the United Kingdom have thriving innovation economies and the Governor focused his efforts on strengthening current relationships and exploring new opportunities for investment here at home and abroad. For more information, please visit www.mass.gov/governor/innovationmission.

About EarlySense

EarlySense is bringing to market an innovative technology designed to advance proactive and preventive patient supervision to enable better patient outcomes. The company's flagship product, EverOn, is an automatic, continuous, contact-free patient supervision device that follows and documents a patient's vital signs and movement. There are no leads or cuffs to connect to the patient, who has complete freedom of movement and is not burdened by any irritating attachments. The system is currently installed at several medical centers in the USA and Europe. EarlySense is headquartered in Ramat-Gan, Israel and has announced plans to locate a US headquarters in Massachusetts. For additional information, please visit www.earlysense.com. Press inquiries: Marjie Hadad, media liaison, marjie.hadad@earlysense.com or 617-939-9514.

About MetroWest Medical Center

MetroWest Medical Center is a full-service community teaching hospital system dedicated to meeting the health care needs of the MetroWest region of Massachusetts by providing advanced care with a community touch. The 424-bed health care system — the largest between Worcester and Boston — includes Framingham Union Hospital, Leonard Morse Hospital in Natick, MetroWest HomeCare and Hospice, and The MetroWest Wellness Center, an outpatient diagnostic imaging and rehabilitation center. Media Contact: Beth Donnelly: 508-383-1096 or beth.donnelly@mwmc.com

About the Massachusetts Life Sciences Center

The Massachusetts Life Sciences Center ("the Center") is a quasi-public agency of the Commonwealth of Massachusetts tasked with implementing the Massachusetts Life Sciences Act, a ten-year, \$1 billion initiative that was signed into law in June of 2008. The Center's mission is to create jobs in the life sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties between sectors of the Massachusetts life sciences community. For more information, visit www.masslifesciences.com. Media contact: Angus G. McQuilken, vice president for communications, Massachusetts Life Sciences Center, amcquilken@masslifesciences.com or 617-921-7749.

Governor Deval L. Patrick
UK-MA Business Roundtable
State House, Boston
Wednesday, June 1, 2011

Thank you, Consul General Budden, for your
exceptional partnership.

And thank you for working with us to organize today's
forum. We have an opportunity today both to build on the
successes of the recent trade mission and advance exactly
the kind of partnership that brought the extraordinary
members of our delegation together in the first place.
Collaborating across the private and academic sectors, as

well as with government, is how we will effectively compete in the global economy. And it's how we will mutually benefit from our leadership in the innovation economy.

Let me offer a few remarks about what we are doing to make Massachusetts an attractive place for investment, and what our overall strategy for driving growth is today.

Since the beginning of the first term we put in place a plan to grow jobs and expand opportunity. And we stuck with that plan, even through the worst of the global recession.

And today we are creating jobs faster than most other states -- 19,500 in April alone. Our unemployment rate is well below the national average, our economy is expanding at twice the national growth rate, and CNBC has moved our state up to the fifth best place in America to do business. The time it takes to get state approvals and permits has been cut from an average of 2 years to about 3 months. Our tax rates are competitive. And our bond rating is not only strong, but is the only state's to have improved since 2007.

The progress we are making is not happening by accident. It's because we are making choices about winning the future, and stuck to our strategy. So I want you to

understand our strategy. And then I want to invite you to participate in it.

We have pursued a three-pronged strategy to lift up our state and compete in the global economy. It's about education, innovation, and infrastructure.

First is education. I've spent most of my professional life in the private sector and done business all over the world. And I can tell you, if you don't know already, that education is our international calling card. We have an unusually high concentration of great public and private universities – nearly 300 in New England. That environment has spawned many of the world's best research institutions

that many of you represent, teaching hospitals and the like. Our workforce is well known for its high level of education.

And so, we've supported education by investing in our public schools at the highest levels in the history of our state, even when the bottom was falling out of the rest of the budget. And we've added reforms that raise teacher accountability and encourage more innovation in the classroom to reach the kids stuck in the achievement gap.

And as I make this point I want to acknowledge the members of the Legislature who are here today, the members of the Legislature worked right alongside with so many teachers unions and businesses groups, putting in

place these reforms in education to really take us to the next level. Very, very exciting.

These investments in money and time work: our students rank first in America in student achievement, and have for each year in the last five. We rank in the top five internationally in math and science. And we were the top scorer in the national Race to the Top competition.

Education, I believe, is the single best long-term investment government can make. And we are making those investments here. It is and will remain central to our strategy.

Next in this strategy is innovation. Our concentration of brainpower, research institutions and venture capital, our well-educated work force, our entrepreneurial traditions make us uniquely suited to those industries that rely on those “natural resources”: biotech and the life sciences, clean energy and IT.

This is not, as some have said, about picking winners and losers. It’s about playing to our strengths – the same way that my counterparts in Texas or West Virginia or Iowa cultivate their oil or coal or corn industries. Our natural strength, our edge, is a concentration of brainpower.

We have invested in the innovators here right now and laid the groundwork for those who want to join us.

Intellectual power – brain power – is the edge. It's what makes us fundamentally distinct from 49 other states in this country. And, just like in the UK, it means we have a particular attraction, a sweet spot, for industries that depend on the presence of a highly skilled workforce.

That's what the Life Sciences Initiative is about, a \$1 billion, ten-year commitment, to strengthen our position as an international hub for biotech. We've invested about \$200 million of public resources so far, which has generated almost a billion dollars in new private investment and thousands of jobs.

Clean energy is an area where good energy policy is also good jobs policy. In the solar sector, for example, we've had a 20-fold increase in solar generation and thousands of new jobs. We will be host to the first offshore wind farm in America, with attendant industries and first-mover advantages. Employment in clean energy has grown 60 percent in the last few years, during the worst economy in living memory. I am confident that if we get this right, the whole world will be our customer.

IT is a growth area, too, but it's not limited to data management. It's telecommunications, developing new software for mobile devices like iPhones and iPads -- the

objects you keep looking down in your laps at while I'm speaking. It's robotics, like the devices that explore the oceans' depths or vacuum your home while you sleep. And video game development, for which we have become one of the largest centers for development in the country – products like Guitar Hero, do you know that game Guitar Hero? That's a Massachusetts product.

And because we are making more of the things we invent, precision manufacturing is also making a comeback, which is really exciting. Everything from biopharmaceuticals and medical devices to solar panels and wind blades, new kinds of insulation and smart meters.

So education and innovation. And then infrastructure. Now this is, I describe it as the unglamorous work of government, but it enables all the rest. We have invested record amounts in building a 21st century infrastructure to move goods, products, ideas and investment to every corner of our state, and from every corner of our state to every corner of the world. Road, rail, bridge projects. Broadband expansion. Affordable and public housing. Fixing up our public college and university campuses. All of this is creating jobs right now but it's also building a platform for long-term growth.

So, that's the strategy: education, innovation and infrastructure. It's our focus all over the Commonwealth and it is how, I believe, we can and will win the future.

As we describe – and most especially execute on – our strategy, more and more companies from around the world look to invest in Massachusetts. That's what the most recent trade missions to Israel and the United Kingdom were about. That's what earlier missions to China and to California were about. And you can expect more of these in the future.

As you all can probably tell from the video that was shown, the trip that we led and some of you participated in was a grueling and productive one. Coming off of a very

successful week just before in Israel we landed in Heathrow and were immediately greeted by the Consul General. We jumped into a series of meetings with our counterparts in government at a very high level, visits with members of the academic and business communities and some opportunities to connect with some of the entrepreneurs doing very exciting work in the UK.

Right now there are almost 500 companies with UK ties operating in the Commonwealth. Of these, 225 UK-owned firms in the state employ, as Phil was saying, over 40,000 of our residents. The UK is the largest market for our exports, valued at \$4 billion in 2009. So we had a strong foundation to work from when we arrived, particularly in the so-called

innovation industries where we have a shared strength in developing the ideas that will power the economy of tomorrow.

We signed an agreement between the stem cell bank and registry housed at the University of Massachusetts and the UK stem cell bank that will open up new collaboration in the life sciences. Our delegation held roundtable events with members of the financial services industry, and visited a life sciences research center in Cambridge as well. We have since identified some specific opportunities for growth and investment, with Cambridge Consultants opening up a wider footprint in Massachusetts this year and a few other firms right behind them.

Right now, I am so proud to be able to today recognize one company who is answering that call and expanding their presence in the Commonwealth. Sagentia is a technology and product development company that lays claim to having two headquarters in two Cambridges -- one in Cambridge, UK, and one in Cambridge, Massachusetts, right across the river. We are thrilled to announce today that Sagentia will be expanding their company by 25 jobs in the near future. Their experience is exactly the kind of success story that we want to replicate in every community in Massachusetts.

As Sagentia Vice President for Global Business Development Peter Their makes his way to the platform, let me conclude with this.

It is critical that we continue our efforts to close on the investment opportunities we identified. That's what we're doing today and that's what we will do when we receive a reciprocal trade mission from the United Kingdom back to Massachusetts later this year. We are looking forward to hosting them and hope to return the same hospitality we experienced on your side of the Atlantic.

So to those of you already operating here in Massachusetts: work with us. In government as well as in

business, we have to expand our capacity to look out, not just in, to build partnerships with those outside our own expertise, our own economic strata, and our own Nation, for that matter. It's exciting – and brimming with jobs and other opportunities for all of us.

To those of you who have yet to join us: on behalf of the people of the Commonwealth of Massachusetts, I invite you to take a closer look. Think of us, seriously, as your “home away from home.” We're just a short, direct plane ride away. And we are excited to work together.

Now, let me present Peter Their to say a few words about today's announcement.

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."

Date	July 14, 2011	Ref	11IDBS20
Media inquiries	Danielle Guinebertiere, Communications Director, IDBS Tel: +1 978 254 5587 Email: dguinebertiere@idbs.com Angus McQuilken, VP for Communications, Massachusetts Life Sciences Center Tel: 617 921 7749 Email: amcquilken@masslifesciences.com		

IDBS Expands Local R&D Informatics Team and Establishes U.S. Healthcare Center of Excellence in Burlington, Massachusetts

***Adds Local Headcount to Meet Growing U.S. Demand;
Builds on Existing Success with Massachusetts Biotechnology, Pharmaceutical and Healthcare Research Organizations***

Guildford, UK, and Burlington, Mass., July 14, 2011 - IDBS, a global provider of innovative data management, analytics and modeling solutions, today announced it is expanding its business in Burlington, Massachusetts, and establishing its U.S. Healthcare headquarters in that office.

At the recent 2011 BIO International Convention in Washington, D.C., Massachusetts Governor Deval Patrick, Dr. Susan Windham-Bannister, President and CEO of the Massachusetts Life Sciences Center, and representatives from MassBio and the Massachusetts International Trade Office met with Chris Molloy, VP of Business Development at IDBS, to discuss the importance of informatics in R&D and in the delivery of personalized medicine in the U.S., as well as opportunities for UK-Massachusetts collaboration and business development within the State. That meeting followed on the Governor's recent Massachusetts Innovation Economy Partnership Mission to the UK to build stronger business ties between the regions.

IDBS is a leading international software company serving the R&D and Healthcare sectors. IDBS' software is used by more than 40,000 pharmaceutical, clinical and industrial R&D researchers around the world to capture, analyze and secure their valuable data, driving process improvements of more than 30%.

IDBS has selected Burlington, Mass., as the U.S. headquarters of its Healthcare unit business and has recently employed an additional 22 full time employees throughout the East Coast, including 8 in Massachusetts, to service this growing market with the potential of adding additional healthcare posts in

Burlington later this year. This move leverages strong existing relationships with the Dana-Farber Cancer Institute and many other life sciences and technology organizations, and demonstrates the growth opportunity for IDBS's solutions in Massachusetts and beyond.

IDBS' Founder and CEO Neil Kipling said, "Massachusetts is a natural U.S. hub for our rapidly expanding Translational Medicine business. The local intensity of Advanced Clinical Research, life sciences R&D and industrial-academic collaboration provides an ideal environment to expand our R&D business and to create our U.S. Center-of-Excellence for Healthcare."

"Massachusetts is a great place for international life sciences companies, such as IDBS, to do business," said Governor Patrick. "We had a terrific conversation at BIO this past month, and we welcome the company's decision to headquarters their U.S. healthcare operations here in Massachusetts. Their expansion here will create jobs and further strengthen our innovation economy."

IDBS is a pioneer in informatics for stratified medicine, bringing together real-world clinical, genetic and research information to drive personalized therapies and improved patient outcomes. IDBS systems are used in advanced clinical research environments in the U.S. and U.K., where the company has recently been selected to provide a national informatics platform for cancer research. This platform has now been productized for pharmaceutical companies, academics and medical centers. [Editor's note: please see press release titled, "[IDBS Leads Stratified Medicine Consortium to Build UK-Wide Cancer Research and Collaboration Platform](#)," dated June 9, 2011]

The British Consulate in Boston also welcomed the news, "IDBS has long been recognized in the UK as a technology and business leader, winning the 2011 Queen's Award for International Trade and a £3 million collaborative R&D grant to advance stratified medicine in the UK. We are delighted to see IDBS continue to grow in Massachusetts. This is a fantastic example of business collaboration and fellowship between the UK and Massachusetts, building on the best that both have to offer," said Dr. Hilary Glidden, Vice Consul and US Lead for Biotechnology & Pharmaceuticals with UK Trade & Investment.

"Massachusetts is a center for innovation in science and technology, and IDBS's expansion here attests to the strength of our life sciences workforce and the opportunities to partner with leading companies and academic institutions," said Dr. Susan Windham-Bannister, President and CEO of the Massachusetts Life Sciences Center. "It also speaks to the importance of not resting on our laurels. We need to continue to reach out to outstanding life sciences companies around the world and invite them to Massachusetts. They strengthen our life sciences cluster with their presence."

"Massachusetts is home to the most innovative companies across the entire life sciences spectrum, working hand-in-hand to move life-changing treatments from the bench to the bedside," said Robert K. Coughlin, President & CEO of MassBio, a 600+ member life sciences trade association. "We are thrilled to see

companies like IDBS grow here, where they play a very important role in our world-class life sciences ecosystem.”

Working from basic research into regulated and multinational collaborative environments, IDBS provides single enterprise platforms that allow companies to make more informed decisions, share innovations and reduce product lifecycles. Customers include Genentech, Amgen, Novartis, Pfizer, GSK, Astra Zeneca, Abbott Laboratories, Dana-Farber Cancer Institute, National Health Service (UK), BASF, Total, L’Oreal, and Syngenta.

IDBS also provides powerful data platforms for scientific collaboration, enabling discreet and pre-competitive co-working between academics and linking academics to industry. These high-context collaboration hubs build trust between scientists, allow real-time sharing of personalized data and secure the intellectual property generated by distributed research activities.

“As a strong supporter of the Life Sciences industry, I am very pleased to see this tangible example of the success of the Life Sciences Initiative through both the important and life changing projects that IDBS works on, and in their expansion of local jobs,” said State Representative Charles Murphy (D-Burlington). “We are thrilled to host their US Healthcare headquarters here in Burlington.”

About IDBS

IDBS is a global provider of innovative enterprise data management, analytics and modeling solutions. The company’s uniquely sophisticated platform technologies are used by more than 200 pharmaceutical companies, major healthcare providers, global leaders in academic study, and high tech companies to increase efficiency, reduce costs and improve the productivity of industrial R&D and clinical research. IDBS is clearly differentiated by its unique combination of award-winning enterprise technologies and domain knowledge in R&D.

IDBS’ solutions help scientists, hospitals and R&D businesses produce the world’s newest therapeutics, diagnostics and personalized treatments, high-tech materials and consumer products, faster, cleaner engines and fuels, breakthroughs in productive agriculture, healthy, safer food products, and high tech materials and products.

Founded in 1989 and privately held, IDBS is headquartered in Guildford, UK with a direct sales and support presence worldwide. IDBS is a Profit Track 100 2010 company and the recipient of multiple awards including the Frost and Sullivan ‘Enabling Technology’ Award in R&D data management for 2010 and Queen’s Award for International Trade 2011. Further information can be found at www.idbs.com, or follow us on Twitter @IDBSsoftware.

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For Immediate Release:

Date: September 6, 2011

Governor Deval Patrick Addresses Ceremony Hosted by MetroWest Medical Center and Massachusetts Life Sciences Center Inaugurating MetroWest's New Patient Safety and Quality Initiative

MetroWest becomes the first hospital in Massachusetts to commercially implement EarlySense's contact-free patient monitoring solution

EarlySense names Waltham, MA as location of new U.S. headquarters

Waltham and Framingham, MA, September 6, 2011 --- Governor Deval Patrick and the Massachusetts Life Sciences Center today joined officials from EarlySense and MetroWest Medical Center to launch the hospital's new patient safety and quality initiative, leveraging innovative technology developed by EarlySense, Inc. The EarlySense patient monitoring system assists hospital staff in identifying early indications of deterioration for proactive intervention and better patient outcomes. The event marks the first commercial installation of the EarlySense system in Massachusetts.

At the ribbon cutting ceremony, EarlySense CEO Avner Halperin and Governor Patrick demonstrated the system for ceremony participants. During the ceremony, Mr. Halperin named Waltham as the location of EarlySense's new U.S. headquarters in Massachusetts. The company's decision follows the March 2011 Massachusetts Innovation Economy Partnership Mission to Israel by Governor Patrick and a delegation of state leaders from industry, academia and government to promote mutually beneficial collaborations between Massachusetts and Israel. EarlySense expects to hire 10 employees in Massachusetts before the end of the year and plans to hire an additional 10-20 employees annually thereafter.

"Patient safety technologies like those developed by EarlySense can improve patient care, while contributing to cost control in our health care system, two important priorities for our Administration," said Governor Patrick. "We are delighted that Massachusetts will not only benefit from the advanced patient monitoring technology developed by EarlySense, but also that the company has chosen to open its U.S. headquarters in Waltham. Massachusetts is a great place for international life sciences companies to locate and do business, and we look forward to a continued partnership with Israel and the many innovative companies that exist there."

“Following Governor Patrick’s visit to Israel, we are delighted to set our U.S. roots in Waltham, Massachusetts and to contribute to the promising future of the State by helping to increase the quality of patient care and to create new jobs. Massachusetts is home to some of the finest medical institutions, with which we are proud to have very close cooperation, including our host today, MetroWest Medical Center, which has a strong commitment to patient safety and healthcare.”

Andrei Soran, CEO of MetroWest Medical Center said, “We are pleased to have the EarlySense system. In the brief time it has been working at our facility, we have already seen some cases where it has significantly helped improve the care of patients. Patients have also expressed their satisfaction with the system noting that it makes them feel safer.”

“Massachusetts is leading the nation in developing initiatives that seek to balance health care access, cost and quality,” said Susan Windham-Bannister, Ph.D., President & CEO of the Massachusetts Life Sciences Center, the agency charged with implementing the state’s 10-year, \$1 billion Life Sciences initiative. “We welcome companies like EarlySense that are developing the new technologies that will make this balance possible. The Center looks forward to working in partnership with EarlySense as they put down roots and grow here in Massachusetts.”

"Governor Patrick is committed to fighting for every job in every corner of the globe, and MOITI is responsible for showcasing the strength of the state's innovation economy and building partnerships with countries like Israel that lead to new jobs and new investment right here in Massachusetts," said Ken Brown, Executive Director of the Massachusetts Office of International Trade and Investment. "I am proud to see that our efforts are paying off, and I welcome EarlySense to the Commonwealth's thriving life sciences industry."

“Massachusetts is already seen as a leader in biotechnology and life sciences and this collaboration solidifies our reputation as a gateway for health care technology and investment,” said State Senator Karen Spilka. “Over the past few years, the MetroWest region has proven to be a growing hub for life sciences activity and investment and I think it’s fitting that the initial installation of the EarlySense system is at the MetroWest Medical Center. This will not only be an opportunity for tremendous economic growth and job creation, but though our partnership with EarlySense, we will be actively contributing to the improvement of health care, the safety of our patients and the overall quality of life of many residents across the Commonwealth.”

Following the ribbon-cutting ceremony, Soran and Windham-Bannister joined experts in the field in a symposium discussing “*Advances in Patient Safety in Acute Care Hospitals and Long Term Care Facilities.*”

Experts included David Bates, M.D., Chief Quality Officer and Chief of the Division of General Internal Medicine, Brigham and Women’s Hospital, Professor of Medicine at Harvard Medical School, Executive Director of the Center of Patient Safety Research and Practice, Harvey Brown, M.D., Clinical Professor of Medicine, David Geffen School of Medicine at UCLA and a principal investigator of the EarlySense clinical study, and Eyal Zimlichman, M.D., Research Associate, Center for Patient Safety Research and Practice, Brigham and Women’s Hospital and Harvard Medical School, and past Assistant to the CEO, Sheba Medical Center, Israel.

Dr. Bates said, "This is an extremely exciting time for information technology and patient safety. Hospitals in the U.S. now have financial incentives to improve the safety of the care they deliver, so will be motivated to

adopt those technologies that are proven to be effective. EarlySense is an example of a technology that has great potential to improve safety and it can have an impact on several of the main causes of harm. Specifically, it can improve identification of patients who are decompensating, and may also decrease the risk of falls and pressure ulcers."

Dr. Brown said, "A clinical data analysis of 2000 patients using the EarlySense system on a medical-surgical hospital inpatient unit demonstrated reductions in length of stay, transfers to higher levels of care (ICU and telemetry), development of pressure sores, number of falls, and code blue events. We also have case examples of event detection by the EarlySense system that resulted in timely interventions by the medical staff and positive impacts on patient outcomes. The nursing staff has learned to recognize the significance of the EarlySense data, and have improved their critical thinking and its application to daily bedside care. In my opinion, the EarlySense system has improved quality of care, and has the potential for cost savings from more efficient bed utilization and reductions in adverse events."

Dr. Zimlichman said, "Earlier recognition of instability with timely intervention could improve patient outcomes and could be the missing link to making rapid response systems effective. Respiration rate and heart rate are indeed independent predictors of adverse events in patients after discharge from the ICU and from elective surgeries. Recognition of 'predictive' changes in these vital signs *early on* can make the difference between life and death. With this in mind, it should also be noted that ICU transfer delays are a 'preventable adverse event' that must be addressed. Having a continuous, contact-free monitoring system, like the EarlySense solution, that measures these vital signs as well as motion, and alerts when parameters are crossed, is crucial to inspiring proactive and timely intervention by the medical team and securing better patient outcomes."

About EarlySense

EarlySense is bringing to market an innovative technology designed to advance proactive patient care to enable better patient outcomes. The company's flagship product is an automatic, continuous, contact-free, patient monitoring solution that monitors and documents a patient's vital signs and movement. There are no leads or cuffs to connect to the patient, who has complete freedom of movement and is not burdened by any irritating attachments. The system is currently installed at several medical centers in the United States and Europe and is now beginning sales in Canada. EarlySenseInc. is headquartered in Waltham, MA. For additional information, please visit www.earlysense.com. Press inquiries: Marjie Hadad, media liaison, marjie.hadad@earlysense.com or 617-939-9514.

About MetroWest Medical Center

MetroWest Medical Center is a full-service community teaching hospital system dedicated to meeting the health care needs of the MetroWest region of Massachusetts by providing advanced care with a community touch. The 424-bed health care system — the largest between Worcester and Boston — includes Framingham Union Hospital, Leonard Morse Hospital in Natick, MetroWest HomeCare and Hospice, and The MetroWest Wellness Center, an outpatient diagnostic imaging and rehabilitation center. Media Contact: Beth Donnelly: 508-383-1096 or beth.donnelly@mwmc.com

About the Massachusetts Life Sciences Center

The Massachusetts Life Sciences Center ("the Center") is a quasi-public agency of the Commonwealth of Massachusetts tasked with implementing the Massachusetts Life Sciences Act, a ten-year, \$1 billion initiative

that was signed into law in June of 2008. The Center's mission is to create jobs in the life sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties between sectors of the Massachusetts life sciences community. For more information, visit www.masslifesciences.com or contact Angus McQuilken, VP for Communications: 617 921 7749 or amcquilken@masslifesciences.com

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Brazil Trade Mission Announcement

What:

Press conference

Purpose:

To announce the Brazil trade mission

Audience:

Members of the press, Portuguese press will also be invited

Message:

Our mission is to solidify the already strong Massachusetts-Brazil connection through exploring economic development, education and job growth. The goal is to expand export markets and investment for Massachusetts' innovation industries, focusing on key areas of technology, clean energy, life sciences and education.

Governor Deval L. Patrick

Brazil Trade Mission Announcement

State House, Boston

Tuesday, November 1, 2011

Boa Tarde (BOH-ah TAHR-deh). Good afternoon. I've just had a very productive meeting with Brazilian Ambassador Mauro Vieira as well as Consul General Fernando de Mello Barreto.

I am proud to announce that this December I will be leading a coalition of the Commonwealth's leading business executives and senior government officials on an Innovation Economy Mission to Brazil. This trip is about job-growth opportunities in the innovation industries, including our technology, clean energy, life

sciences and education sectors. Like Massachusetts, Brazil has a thriving innovation economy and we look forward to finding ways to strengthen our relationship and forge new ties between our growing economies.

I will be accompanied by leading members of the Massachusetts business community and a small delegation of the state's top economic development officials, including Secretary Reville, Secretary Sullivan, Secretary Bialecki and several officials from our business development agencies. We will spend six days meeting with business leaders and government officials in Brasília, São Paulo and Rio de Janeiro – highlighting all that Massachusetts has to offer to Brazil.

Our mission is to solidify the already strong Massachusetts-Brazil connection through exploring economic development, education and job growth. The goal is to expand export markets and investment for Massachusetts' innovation industries, focusing on key areas of technology, clean energy, life sciences and education.

Our trip will build on the existing synergies between these two unique economies. Like Massachusetts, Brazil's focus on innovation is driving job growth and catalyzing international investment. Brazil is currently the seventh largest economy in the world, and is expected to rise to fifth in the near future. In 2010, bilateral trade between Massachusetts and Brazil topped \$475 million – representing more than \$396 million in exports to Brazil

and nearly \$81 million in imports to Massachusetts. And this year, our exports to Brazil are already up 31 percent. As an emerging global player and economic powerhouse, Brazil is quickly becoming one of the most important international economic partners for Massachusetts and we must capitalize on that.

And what's more, Brazil echoes Massachusetts in its commitment to the clean energy sector. Brazil is a global leader in renewable energy – ranked 6th in the world for clean energy investment. As Brazil continues to develop clean energy policies, Massachusetts has a significant opportunity to share expertise and thought-leadership around energy policy development.

We have the tools to compete in the global economy: the talent, the know-how, the uniquely skilled workforce. Our agenda at each meeting abroad will emphasize Massachusetts' competitive advantages. As I've said before, we will compete for every job, in every industry, in every corner of the Commonwealth, and the world. And we won't be satisfied until everyone who is looking for work in Massachusetts can find it.

I'd like to thank the delegation and I look forward to our upcoming mission.

Obrigado (Ob-ree-gad-owe). Thank you.

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 Pontifica 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.

12.01.11 MOU Signing with Chile

Governor Deval L. Patrick

MOU Signing

La Moneda Presidential Palace, Santiago

Thursday, December 1, 2011

¡Buenas tardes! Thank you, President Piñera, for your warm welcome. I am delighted to be with you again.

In September, President Piñera honored us by visiting Massachusetts. He is no stranger to our state, having earned his Ph. D. from Harvard. But it was our first occasion to meet and we had such a productive conversation that the President invited us to engage on ways the people of Chile and the people of Massachusetts could work together for our mutual benefit. Today's MOU formalizes that commitment. Massachusetts and Chile have much in common. For both of us, our most valuable natural resources is a high concentration of brainpower.

Massachusetts and Chile are growing the sectors that rely on this brainpower and a well-educated work force – biotech, life sciences, financial services, clean tech, IT, academia. Our innovation economies are alive and thriving. Because of the complementary nature of our two economies and industries, there is opportunity for increased cooperation between Massachusetts and Chile.

Today, we take a new step to expand our mutual prosperity by leveraging these strengths. The Memorandum of Understanding the President and I have signed commits us to coordinate efforts and promote collaboration across our innovation economies. The agreement will strengthen our ties to our partners in Chile and help support job growth in both Massachusetts' and Chile's innovation industries.

Under this agreement, our teams through the Massachusetts Technology Collaborative, the Massachusetts Clean Energy Center, the Massachusetts Life Sciences Center, the Executive Office of Education, and the University of Massachusetts, whose several leaders have joined me here today, will work with their counterparts in Chile to carry out the vision of this MOU. We start that work this afternoon. We seek increased partnership across the education sectors, to provide new opportunities for students to research and study abroad. We seek coordination on the clean energy front, smart grids, energy efficiency projects, innovative energy proposals to bring down energy usage and create economic opportunity. We seek collaboration across the biotechnology sector to better share our resources and ideas across this growing field, and contribute to the improvement of human health. And we seek educational exchanges to deepen the understanding and expand the skills of our human capital – our

greatest strength.

By working together across governments and industries, the private sector and academia, Massachusetts and Chile will win the future. I look forward to our continued partnership and our continued success.

Muchas gracias y Señor Presidente, Feliz Cumpleaños.

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.

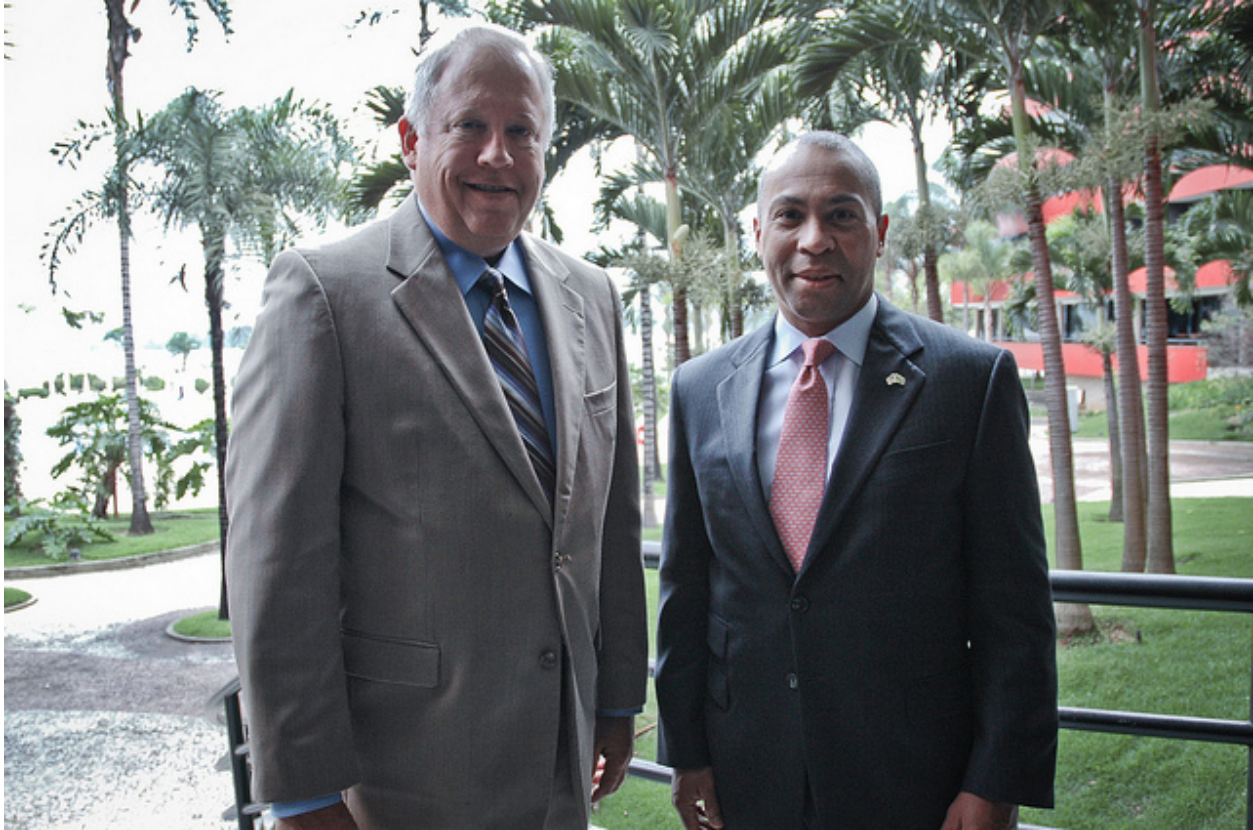
Governor Patrick will conclude the day by traveling to Valle de Edqui for an economic development tour with both U.S. Ambassador to Chile Alejandro Wolff and Ambassador of Chile to the U.S. Arturo Fernandois.

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 Aloizio 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, jiló, 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.

[illegible]

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.

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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.

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Xenetic Biosciences moves drug development program to Massachusetts following Governor Patrick's Trade Mission to the UK

Announcement comes in the run-up to next week's BIO International Convention

Boston, June 12, 2012 -- Xenetic Biosciences plc ("Xenetic"/"XEN"/the "Company"), Governor Deval Patrick and the Massachusetts Life Sciences Center announced today that the UK-based, publicly-listed company plans to relocate its drug development operations to Massachusetts. Xenetic is a specialty drug development company with an extensive proprietary product pipeline with a primary focus on rare and orphan diseases. The Company is headquartered in London and, historically, has conducted all of its in-house optimisation and pre-clinical development work at its own laboratories. The relocation decision follows the March 2011 visit to the UK by Governor Patrick and a delegation of state leaders from industry, academia and government to promote mutually beneficial collaborations. The first discussion with Xenetic took place during that trade mission. The company intends to hire up to 6 employees in Massachusetts before the end of the year and has plans to build the new Drug Development Center to around 20 by the end of 2013.

"Thanks to our investments in education, innovation and infrastructure, Massachusetts is a great place for international life sciences companies to do business," said Governor Patrick. "Stemming from last year's trade mission to the UK, we have worked closely with Xenetic to encourage them to come here and we look forward to seeing them create jobs and opportunities in the Commonwealth."

In November 2011 Xenetic completed an important financing round and is now well-positioned to initiate a number of FDA/EMA clinical programs, a strategy that demands the bringing on board of a greatly expanded set of skills. Over the last 12 months the Company has evaluated a number of potential locations, and, while all sites offered some level of support, Management has concluded that Massachusetts can deliver the most comprehensive set of programs needed to facilitate the rapid establishment of its Drug Development Center of Excellence. The Company is currently working closely with the Massachusetts Life Sciences Center to facilitate these plans, targeting the opening of their new facility in the next few months - likely in the Waltham/Lexington area.

M. Scott Maguire, a native of Boston and CEO of Xenetic, said: "Committing our company's entire drug development operations to Massachusetts is certainly a bold step but is surely one which presents an excellent opportunity to prove ourselves as a leading technology provider in the quest to develop better drug therapies which address areas of unmet need and confer genuine advantage to both patients and providers. We have worked closely with the Patrick Administration as we made this decision, and I have every confidence that the team in Massachusetts will be working with us every step of the way to maximize the likelihood of this being another great success for the Massachusetts supercluster!"

With a focus on Orphan and Rare Disease drug development (for example, Xenetic's OncoHist® molecule has received designation as such from both the FDA and EMA) the Company believes that there is no region anywhere in the world that can currently compete with Massachusetts in the breadth of skills, experience and resources available to a company at this stage of its growth.

Xenetic comes to Massachusetts with extensive technology offerings, each of which is designed to improve the efficacy, safety, stability, biological half-life and immunologic characteristics of the Company's product portfolio which is being built, currently, on three core technologies:

PolyXen®	for extending the efficacy and half life of biologic drugs
OncoHist®	for novel mode of action drugs for oncology therapies
ImuXen®	for creating new vaccines and improving existing vaccines

The Company has multiple drug and vaccine programs with three products currently in human clinical development. A further key commercial stratagem is that, by means of reformulating existing APIs with their all-natural technologies, Xenetic is well-positioned to develop a broad range of bio-superior product candidates using both the PolyXen and ImuXen enabling platforms. The Company has broadened its portfolio of all-natural technologies through the acquisition in January 2012 of the OncoHist molecule. Xenetic will continue to seek new opportunities to extend its clinical reach into areas of high unmet need, whether through platform technologies or otherwise.

The first step in establishing the Company's new Drug Development Centre of Excellence in Boston, was the Company's announcement in May 2012 of the appointment of Dr. Henry Hoppe IV as VP of Drug Development. Dr Hoppe is a leading biotechnology executive with over 20 years experience in drug development. Dr Hoppe's principal expertise lies in the processes surrounding regulatory submissions, IND filings and clinical trials, especially in the orphan and rare disease arena, exemplified in his 17 years at Genzyme Corporation where he was instrumental in the development and launch of many of their leading products. Dr. Hoppe has Inventor status on four US-granted patents addressing oncology diseases, anaemia and cystic fibrosis, each of which holds potential significance in Xenetic's development plan.

Complementing Xenetic's presence in Boston, and being a strong advocate for the clinical development of OncoHist® in the USA in its primary indication of Acute Myeloid Leukemia, is Dr. Surender Kharbanda, who, since 1986, has held a number of research and academic positions at the Harvard Medical School and numerous scientific advisory board and executive level positions at Boston-based biotech companies focused on cancer drug development. With a track record of successful drug development, Dr. Kharbanda, who has worked at the Dana-Farber Cancer Institute and oncology-focused biotechnology companies on the molecular biology of human cancer and the development of anti-cancer agents for nearly 25 years, will be a key adviser to the Company as it establishes foundation contacts in the oncology field with both Key Opinion Leaders and with charitable foundations in the USA. Dr Kharbanda will be a member of the Company's Scientific Advisory Board.

Xenetic will shortly be announcing the appointment of several new appointees to their SAB which will be a US-centric body with members drawn both from the commercial and academic worlds with a remit to deliver timely product and market focused strategies for the most effective application of capital into new development programs aimed at both delivering improved outcomes for patients and enhanced shareholder value for investors.

Through the Massachusetts Life Sciences Center, Massachusetts is investing \$1 billion over ten years in the growth of the state's life sciences supercluster. These investments are being made under the Massachusetts Life Sciences Initiative, proposed by Governor Deval Patrick in 2007, and passed by the State Legislature and signed into law by Governor Patrick in 2008.

"We are excited to welcome Xenetic to the Massachusetts Life Sciences Supercluster," said Susan Windham-Bannister, Ph.D., President & CEO of the Massachusetts Life Sciences Center. "Their presence here will contribute to our economy and strengthen our state's global leadership in the life sciences. I am confident that Xenetic will find all of the resources and partners that the company needs to grow and succeed right here in Massachusetts."

"Massachusetts, a global leader in the life sciences, is proud to welcome Xenetic. Their decision to locate in Massachusetts is a clear reflection of the international strength and draw of the Commonwealth's innovation economy ecosystem and the success of the Administration's continued commitment to fostering a thriving life sciences supercluster," said Ken Brown, Executive Director of the Massachusetts Office of International Trade and Investment. "We congratulate Xenetic and look forward to partnering with them."

The announcement comes as the state is preparing to host the 2012 BIO International Convention, being held June 18-21 at the Massachusetts Convention & Exhibition Center. The Convention provides state and industry leaders an opportunity to showcase Massachusetts as a great place to do business for international life sciences companies.

"We are thrilled to welcome an innovative company like Xenetic to Massachusetts and look forward to working with their team to make them feel at home here," said MassBio President & CEO Robert K. Coughlin. "We know that international companies looking to grow in the United States will not find a more concentrated and diverse life sciences supercluster anywhere."

>>>END>>>

Xenetic Biosciences

For more information about the Company, please go to: www.xeneticbio.com

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About the Massachusetts Life Sciences Center

The Massachusetts Life Sciences Center ("the Center") is a quasi-public agency of the Commonwealth of Massachusetts tasked with implementing the Massachusetts Life Sciences Act, a ten-year, \$1 billion initiative that was signed into law in June of 2008. The Center's mission is to create jobs in the life sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties among sectors of the Massachusetts life sciences community.

For more information, visit www.masslifesciences.com

Appendix A

PRODUCT PIPELINE

Polysialylated blood coagulation factors

The Company has a broad exclusive license with Baxter International Inc. for drugs focused on the treatment of haemophilia A, B and for patients with inhibitors. Currently drugs nominated for development under this license include FVIII, FIX and inhibitors.

ErepoXen® (Polysialylated Erythropoietin)

ErepoXen® is a long-acting erythropoietin ("EPO") product candidate from Xenetic which offers three key benefits:

1. Reduction in the frequency of dosage;
2. Reduction in immunogenicity; and
3. Reduction in toxicity.

ErepoXen® is currently in Phase II(b) clinical development in collaboration with our partner, the Serum Institute of India and the Company has selected this product to be its lead candidate for FDA/EMA clinical trials expected to commence in Q1-2013.

OncoHist® (Recombinant human Histone H1.3)

OncoHist® is a novel bio-therapeutic molecule for the treatment of haematologic malignancies.. The product is currently in human clinical trials in Russia for the treatment of both refractory Acute Myeloid Leukaemia and for Non-Hodgkin's Lymphoma. This molecule has the potential to be a blockbuster candidate as a non-toxic therapy for deadly cancers and will be the second clinical candidate to enter FDA trials with a planned commencement in Q2-2013.

SuliXen® (Polysialylated Insulin)

SuliXen® is a proprietary human insulin product candidate from Xenetic, which offers potential for the treatment of Type II Diabetes. It is a long-acting injected form of insulin with a performance profile modelled on the existing "best in class" product. The compound has successfully completed Phase I clinical studies in Russia where it is also on track to commence a Phase I trial for a CNS (central nervous system) indication.

COLLABORATIVE PROGRAMS

Baxter International Inc

In 2006, the Company entered into a US\$75 million license agreement with Baxter International Inc (“Baxter”) to develop a novel series of polysialylated blood coagulation factors, including Factor VIII. In 2010, Xenetic and Baxter announced positive results with a PSA-Factor VIII candidate in a series of preclinical studies resulting in the selection of a lead candidate, providing confidence in the program's potential to transition into clinical development. This novel polysialylated Factor VIII candidate is expected to enter Western clinical trials in H1-2013. Baxter is also a leading shareholder in the Company

Serum Institute of India (“Serum”/“SII”)

Serum is one of the world’s largest vaccine manufacturing companies, with two of every three paediatric vaccines administered in the world being a Serum product. It is India’s biggest biotech companies and is Xenetic’s key collaborator on two important programs, being, first (and most important), as currently, the sole producer to cGMP standards of PSA (polysialic acid) the core component of the Company’s PolyXen® technology, and, secondly, as the co-developer of the ErepoXen® product candidate now in Phase II(b) clinical trials. Serum is the Company’s second largest shareholder.

SynBio LLC (“SYN”)

SYN is an SPV established in Moscow by the merger of the commercial skill sets of two of Russia’s only publicly-traded biotech corporations (Pharmsynthez and Human Stem Cell Institute) with around US\$50 million of new equity capital provided by RUSNANO, a \$5bln sovereign fund founded in March 2011. In late-November 2011 SYN invested ~US\$20m in XEN, and currently holds approx.. 45% of the Company’s equity. Alongside this equity investment, SYN and XEN entered into a Co-Development Agreement (“CDA”) whereby SYN, will seek to develop up to six novel drug candidates for the Russian market. While SYN has exclusive development rights over such products for Russia and the former CIS territories, XEN, based on product trial results and analytics, will be well-positioned to make an informed commercial decision to enter any such product into Western trials with a view to future product launches across all otherworld markets.

Out-licensing all of the Company’s technologies to SYN for application on a broad range of products is aimed, *inter alia*, at providing XEN with a reliable flow of data and, ultimately, new product candidates, on a substantially risk-reduced basis – a characteristic not normally associated with the life sciences sector.

Pharmsynthez (“PSZ”)

Xenetic and PSZ entered into a six-product CDA in late 2009 on clinical and exploitation terms which were closely reflected in the transaction with SYN (*ante*). This deal established the foundation of the Company’s early-stage product development strategy and is expected to yield at least two additional clinical programs in 2012. PSZ is one of the only two current publicly-traded Russian biotech companies.

GOVERNOR PATRICK SIGNS AGREEMENTS TO EXPAND INNOVATION PARTNERSHIPS WITH CATALONIA, SPAIN AND THE MEDICON VALLEY OF DENMARK AND SWEDEN

BOSTON – Wednesday, June 20, 2012 – Governor Deval Patrick today signed memorandums of understanding with Catalonia, Spain and the Medicon Valley located in Denmark and Sweden, focusing on expanding and strengthening the Commonwealth's innovation economy. The memorandums were signed at the BIO International Convention, the largest annual gathering of the life sciences industry in the country, with over 15,000 attendees in Boston for the event this week.

"Our innovation economy is thriving here in Massachusetts and establishing and encouraging international partnerships is an important part of our future growth," Governor Patrick said. "Catalonia and Medicon Valley are important regions in Europe's innovation sector, and these partnerships will allow us to move forward on our mutual goals in this part of the global economy."

The Memorandum of Understanding (MOU) with Catalonia, Spain was signed by Governor Patrick and the President of Catalonia, Spain Artur Mas I Gavarro, with U.S. Ambassador to Spain Alan Solomont present for the signing. The Patrick-Murray Administration has partnered with the Catalan Government to put real collaboration into a renewed agreement on the 20th anniversary of Lieutenant Governor Paul Cellucci signing a Declaration of Intent of Cooperation in 1992 between Massachusetts and Catalonia.

The agreement facilitates collaboration in the following areas:

- a) Bilateral cooperation in research, and technological and industrial innovation;
- b) Business cooperation and economic development in key productive sectors, especially in life sciences, renewable energy, information technology, advanced manufacturing and infrastructure, and;
- c) Academic cooperation.

Catalonia has pursued a policy similar to Governor Patrick's of investing in the innovation economy. Areas of convergence include the life sciences, mobile devices, clean energy technology, and advanced infrastructure. In 2011, Spain was Massachusetts' 21st largest export partner, with Massachusetts exporting approximately \$326.99 million worth of goods and services.

The Medicon Valley MOU was signed by Governor Patrick and officials from the Capital Region of Denmark, Region Zealand in Denmark and Region Skåne in Sweden.

The agreement focuses on enhancing research partnerships in life sciences by an exchange of researchers and students; identifying special projects, partnerships or collaborations that can lead to new or enhanced research opportunities; and establishing a framework to be used in joint projects that could

be financed by the European Union or National Institute of Health to develop new products and processes that can be used in the global market.

Medicon Valley is a bi-national region composed of the island of Zealand in eastern Denmark and the Skåne region of southern Sweden. It is home to over 200 companies in biotech, med-tech, and pharmaceuticals with over 350 additional companies in those fields having affiliate or branch offices in the region. These industries employ 40,000 people.

The BIO International Convention provides Governor Patrick, Lieutenant Governor Timothy Murray, state and industry leaders with an opportunity to showcase Massachusetts as a global leader in the life sciences industry, and the preeminent place for life sciences companies to invest in and expand. On Tuesday, Governor Patrick announced the first round of grants awarded under the Massachusetts-Israel Innovation Partnership (MIIP). MIIP is 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. A total of at least \$1.3 million is being awarded to four research & development (R&D) collaborations between Massachusetts and Israeli companies that have been jointly approved by the funding agencies on both sides. The total budget of the awarded projects is estimated at approximately \$3 million. The Massachusetts awardees are located in Natick, Needham, North Billerica and Wilbraham.

Earlier on Wednesday, the Governor joined seven global biopharmaceutical companies to announce the formation of the Massachusetts Neuroscience Consortium. Participating companies include Abbott, Biogen Idec, EMD Serono, Janssen Research & Development, LLC, Merck, Pfizer and Sunovion Pharmaceuticals Inc. The Consortium will fund pre-clinical neuroscience at Massachusetts academic and research institutions.

Governor Patrick's ten-year, \$1 billion life sciences investment package has strengthened the state's global leadership in the life sciences. The initiative melds all of the state's key resources in order to spur research, investment, innovation and commercialization. Now the life sciences industry in Massachusetts is thriving, with more than 52 percent job growth in the biopharma sector since 2001 and more than 80,000 employees working in the life sciences.



Alacrita establishes U.S. headquarters in Boston area

Office opens in Kendall Square to better serve U.S. life science sector

CAMBRIDGE, Mass. September 14th 2012. [Alacrita](#), which is changing the face of [pharma consulting](#), the Massachusetts Life Sciences Center, the Massachusetts Office of International Trade & Investment and MassBio announced today that the U.K.-based company has expanded into Massachusetts. Alacrita has formally established a new office in Cambridge, Massachusetts that will allow the company to build its US life science consulting capability and more effectively serve its clients in North America. The expansion announcement follows the March 2011 visit to the U.K. by Governor Deval Patrick and a delegation of state leaders from industry, academia and government to promote mutually beneficial collaborations.

Since inception in 2009, Alacrita has built a reputation for delivering expert consulting services to the life science industry. The firm is led by its two founding partners Anthony Walker and Rob Johnson, who are supported by a global network of specialist consultants. [Rob Johnson](#) has relocated to Boston to lead the US office.

Alacrita serves a prestigious and expanding client base of life science companies and investors by supporting them on a broad range of technical and commercial issues. The company maintains a network of elite industry professionals that it draws upon to supplement its in-house expertise, which ranges from market and payer research, regulatory affairs and quality through to clinical development and intellectual property.

“To date, we have concentrated on serving our European clients with their European needs. By expanding our presence to the heart of the world’s leading life science cluster, we are better configured to serve our growing roster of U.S. clients with their consulting needs” said Johnson. “Massachusetts is home to more than 500 biotech and pharma companies with about 1,000 drugs in development. Despite the complexity of the European market, it equals the U.S. in market size and offers a substantial opportunity for realizing value as well as a source of innovation.”

“Thanks to our growth strategy of investing in education, innovation and infrastructure, Massachusetts continues to lead the world in life sciences,” said Governor Patrick, who led a trade mission to the U.K. last year to build on the business ties between the U.K. and Massachusetts. “We welcome Alacrita to the Commonwealth and look forward to working with them to create jobs and opportunities in the Commonwealth.”

“We are delighted that Alacrita selected Cambridge, Massachusetts as its U.S. headquarters and welcome them to our thriving life sciences community,” 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. “Alacrita’s presence will contribute to our economy and help Massachusetts companies better navigate the European market.”

"I join the Governor in celebrating Alacrita's arrival in Massachusetts," said Ken Brown, Executive Director of the Massachusetts Office of International Trade & Investment. "Today's announcement demonstrates that the Commonwealth is a compelling destination for innovation and global business."

"I look forward to seeing Alacrita grow their business here in the Massachusetts supercluster, with the support of U.K. Trade & Investment. I hope their success will help create further channels for U.K./U.S. partnerships - our UKTI teams at the British Consulate stand ready to assist," said Susie Kitchens, the new British Consul General to New England.

"Massachusetts is home to the most innovative companies across the entire life sciences spectrum, working hand-in-hand to bring new treatments from the bench to the bedside," said Robert K. Coughlin, President & CEO of MassBio, a 600-plus member life sciences trade association. "We are thrilled to welcome companies like Alacrita who play a very important role in our world-class life sciences ecosystem."

- End -

About Alacrita Consulting

Alacrita is rapidly growing management consulting firm providing expertise-based services to the pharmaceutical, biotechnology and life science sectors. The firm has an unrivalled network of experts who operate across the spectrum of life sciences. They combine extensive international industry experience (strategic, technical and commercial), broad functional capabilities and a track record of success across the industry.

Since inception, Alacrita has completed successful consulting projects for big pharma, biotech companies, life science investors and government bodies.

www.alacritaconsulting.com

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FOR IMMEDIATE RELEASE

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Governor Patrick joins Israeli-founded ARGO Medical Technologies to announce selection of Massachusetts as U.S. Headquarters

Announcement at AdvaMed 2012 highlights Massachusetts life sciences industry with demonstration of ARGO's ReWalk exoskeleton that enables paraplegics to walk

BOSTON, Mass. – October 2, 2012 – Governor Deval Patrick joined the Massachusetts Life Sciences Center and ARGO Medical Technologies at the *AdvaMed 2012* conference in Boston today to announce that Israeli-founded exoskeleton technology leader, ARGO, has selected Massachusetts as its U.S. headquarters.

“Massachusetts is a global leader in the life sciences industry because of our strong investment in education and innovation,” said Gov. Patrick, who led a trade mission to Israel last spring to further strengthen ties between the innovation industries in Massachusetts and Israel. “I am pleased to welcome ARGO and their remarkable technology to Massachusetts, and I look forward to the continued growth of their company as they bring new jobs into the Commonwealth.”

ARGO Medical Technologies’ product, the ReWalk, is an exoskeleton suit that enables persons with lower limb disabilities, such as paraplegia, to stand and walk independently without assistance. The company’s founder, Dr. Amit Goffer, is a person with quadriplegia who was inspired to invent the exoskeleton device because of his own personal story. ARGO was founded in Israel, but has grown internationally. Along with its Massachusetts headquarters, it now has centers in Germany and Israel. The new Massachusetts headquarters, which the company expects to house up to 40 employees, will be located in Marlborough.

“As ARGO expands from a research and development firm to an international leader in commercial exoskeleton technology, we have selected Massachusetts with its strong commitment to the life sciences industry as our U.S. headquarters,” said Larry Jasinski, CEO of ARGO Medical Technologies. “The ReWalk is a cutting-edge device that will revolutionize the mobility industry, and we are committed to making this technology commercially available to anyone who wants one here in the U.S. and around the world.”



Through the Massachusetts Life Sciences Center, Massachusetts is investing \$1 billion over ten years in the growth of the state's life sciences supercluster. These investments are being made under the Massachusetts Life Sciences Initiative, proposed by Gov. Patrick in 2007, and passed by the State Legislature and signed into law by Gov. Patrick in 2008.

"ARGO's technology is truly life-changing," said Susan Windham-Bannister, Ph.D., President & CEO of the [Massachusetts Life Sciences Center](#), the agency charged with implementing Gov. Patrick's Life Sciences Initiative. "Millions of people with neurodegenerative diseases and spinal cord injuries, including many of our returning veterans, have been waiting for this kind of breakthrough technology. We are proud to welcome ARGO to the Massachusetts life sciences community."

"We are excited to welcome ARGO to the strong and growing medical technology community here in Massachusetts," said Tom Sommer, President of MassMEDIC, the Massachusetts Medical Device Industry Council. "With more than 400 medical device companies located in the Commonwealth, a supportive state government and a world-class workforce, ARGO will undoubtedly find the resources it needs here to put the ReWalk into the homes of patients across the U.S."

At the press conference, U.S. Army Veteran Theresa Hannigan demonstrated the ReWalk exoskeleton technology. Hannigan is a former Army Sergeant who served during the Vietnam era and was left paralyzed two years ago as a result of a progressive autoimmune disease that she contracted while in the Army. Hannigan has been training with the ReWalk at the National Center of Excellence for the Medical Consequences of Spinal Cord Injury at the James J. Peters V.A. Medical Center in Bronx, New York, and is planning to use the exoskeleton on October 20, 2012 to walk a one-mile road race in Lindenhurst, New York, to raise money for the organization "Hope for the Warriors," which helps U.S. service men and women.

"I am very excited for the day I can take the ReWalk home to use in my daily life," said Hannigan. "It's the simple things that I miss that I can't do in my wheelchair. When I'm sitting on the couch, it is difficult and time-consuming to transition into my wheelchair for a simple task, like getting a glass of water. With the ReWalk, I can just stand up, walk in to the kitchen, get a glass in the cabinet and pour it for myself."

The ReWalk is currently available in the U.S. at rehabilitation centers and is awaiting FDA clearance for personal use. In Europe, it is also being used in rehabilitation facilities, and ARGO has recently announced the ReWalk's commercial availability to take home for personal use throughout the European Union.

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**About ARGO Medical Technologies**

ARGO Medical Technologies develops, manufactures and markets walk restoration devices for people with lower limb disabilities. The company's ReWalk™ exoskeleton allows an ambulation and rehabilitation alternative to wheelchair users, enabling people with lower limb disabilities, such as paraplegia, to stand and walk independently. ARGO is operated by a team of experts in the fields of rehab devices, control and computer sciences with decades of combined experience in R&D, engineering and manufacturing of multidisciplinary systems. The company is assisted by renowned international experts in the fields of medicine, biomedical engineering, robotics and marketing. Founded in 2001 in Israel, ARGO is today an international company with headquarters in the US, Germany and Israel. For more information, please visit <http://www.argomedtec.com/>.

About the Massachusetts Life Sciences Center

The Massachusetts Life Sciences Center ("the Center") is a quasi-public agency of the Commonwealth of Massachusetts tasked with implementing the Massachusetts Life Sciences Act, a ten-year, \$1 billion initiative that was signed into law in June of 2008. The Center's mission is to create jobs in the life sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties among sectors of the Massachusetts life sciences community. For more information, visit www.masslifesciences.com.

ISRAELI-FOUNDED ARGO MEDICAL TECHNOLOGIES SELECT MASSACHUSETTS AS U.S. HEADQUARTERS

Announcement at AdvaMed 2012 highlights Massachusetts life sciences industry with demonstration of ARGO's ReWalk exoskeleton that enables paraplegics to walk

BOSTON – Tuesday, October 2, 2012 – Governor Deval Patrick joined ARGO Medical Technologies at the AdvaMed 2012 conference today to announce that Israeli-founded exoskeleton technology leader ARGO has selected Massachusetts as its U.S. headquarters.

"Massachusetts is a global leader in the life sciences industry because of our strong investment in education and innovation," said Governor Patrick, who led a trade mission to Israel last spring to further strengthen ties between the innovation industries in Massachusetts and Israel. "I am pleased to welcome ARGO and their remarkable technology to Massachusetts and I look forward to the continued growth of their company as they bring new jobs into the Commonwealth."

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"As ARGO expands from a research and development firm to an international leader in commercial exoskeleton technology, we have selected Massachusetts with its strong commitment to the life sciences industry as our U.S. headquarters," said Larry Jasinski, CEO of ARGO Medical Technologies. "The ReWalk is a cutting edge device that will revolutionize the mobility industry and we are committed to making this technology commercially available to anyone who wants one here in the U.S. and around the world."

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Medical Consequences of Spinal Cord Injury at the James J. Peters VA Medical Center, Bronx, NY and is planning to use the exoskeleton on October 20, 2012 to walk a 1 mile road race in Lindenhurst, NY to raise money for the organization “Hope for the Warriors” which helps U.S. service men and women.

“I am very excited for the day I can take the ReWalk home to use in my daily life,” said Hannigan. “It’s the simple things that I miss that I can’t do in my wheelchair. When I’m sitting on the couch it is difficult and time consuming to transition into my wheelchair for a simple task like getting a glass of water. With the ReWalk I can just stand up, walk in to the kitchen, get a glass in the cabinet, and pour it for myself.”

The ReWalk is currently available in the U.S. at rehabilitation centers and is awaiting FDA clearance for personal use. In Europe it is also being used in rehabilitation facilities, and ARGO has recently announced its commercial availability to take home for personal use throughout the European Union.

Governor Patrick strengthened Massachusetts’ global leadership in life sciences in 2008 by signing a 10-year, \$1 billion life sciences investment package. Over the last four years, the Commonwealth has invested more than \$300 million in the industry, leveraging more than \$938 million in third-party investments and creating thousands of jobs in both construction and in the life sciences.

The Life Sciences Initiative melds all of the state’s key resources in order to spur research, investment, innovation and commercialization. Now the life sciences industry in Massachusetts is thriving, with more than 52 percent job growth in the biopharma sector since 2001 and more than 80,000 employees working in the life sciences.

In 2011, Governor Patrick led the Massachusetts Innovation Economy Partnership Mission, a 10-day trade mission 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.

About ARGO Medical Technologies

ARGO Medical Technologies develops, manufactures and markets walk restoration devices for people with lower limb disabilities. The company's ReWalk™ exoskeleton allows an ambulation and rehabilitation alternative to wheelchair users, enabling people with lower limb disabilities, such as paraplegia, to stand and walk independently. ARGO is operated by a team of experts in the fields of rehab devices, control and computer sciences with decades of combined experience in R&D, engineering and manufacturing of multidisciplinary systems. The company is assisted by renowned international experts in the fields of medicine, biomedical engineering, robotics and marketing. Founded in 2001 in Israel, ARGO is today an international company with headquarters in the U.S., Germany and Israel. For more information, please visit <http://www.argomedtec.com/>.

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sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties among sectors of the Massachusetts life sciences community. For more information, visit www.masslifesciences.com.

For immediate release:Media contact:

Kelda Rawlings, Director of North American Sales at Arrayjet

telephone: 617-401-2120

email: krawlings@arrayjet.com**Arrayjet increases presence in North America with opening of first U.S. sales office**

EDINBURGH, U.K./CAMBRIDGE, Mass. (October 18, 2012) -- Due to increased demand for its inkjet microarrayers and microarray manufacturing services in North America, [Arrayjet](#) today announced the opening of a sales office in Cambridge, Mass. The announcement follows the March 2011 visit to the U.K. by Governor Patrick and a delegation of state leaders from industry, academia and government to promote mutually beneficial collaborations. The company has already located its first employee in Cambridge, with plans for future growth.

Arrayjet has been in the microarray market since 2005 with the launch of the Marathon microarrayer, the first in a range of four microarray instruments utilizing the company's unique, non-contact inkjet technology. Since then, Arrayjet has developed the product range and diversified the offering with the launch of Arrayjet Advance microarray services in 2011.

Arrayjet's Commercial Director, Claire Jenkins commented, "We continue to see increased demand for our products and services in North America, and I'm delighted that moving forward we'll have local sales efforts in one of the leading U.S. regions for life sciences to support existing and potential new customers here. We are seeing continued growth at Arrayjet, and it's an exciting time for us."

"Thanks to our growth strategy of investing in education, innovation and infrastructure, Massachusetts continues to lead the world in life sciences," said Governor Deval Patrick. "We welcome Arrayjet to the Commonwealth and look forward to them creating jobs and economic opportunities here in Massachusetts."

"I join the Governor in welcoming Arrayjet to Massachusetts," said Ken Brown, Executive Director of the Massachusetts Office of International Trade & Investment. "Arrayjet will join a broad and deep ecosystem in the global hub of life sciences."

Through the Massachusetts Life Sciences Center, Massachusetts is investing \$1 billion over 10 years in the growth of the state's life sciences supercluster. These investments are being made under the Massachusetts Life Sciences Initiative, proposed by Governor Patrick in 2007, and passed by the State Legislature and signed into law by Governor Patrick in 2008.

"We are excited to welcome Arrayjet to the fast-growing Massachusetts life sciences community," 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. "With its cutting-edge microarray printers and services, Arrayjet will be an important partner for the Commonwealth's R&D-focused organizations in both industry and

academia. Arrayjet is among a growing group of international companies that have recently picked Massachusetts as the place to expand their business in the U.S.”

“Massachusetts has become *the* destination for the world’s most innovative companies across the entire life sciences spectrum,” said Robert K. Coughlin, President & CEO of MassBio, a 600+ member life sciences trade association. “We are thrilled to welcome Arrayjet and know they will play a very important role in our world-class life sciences ecosystem.”

“Arrayjet is a great example of Scotland’s cutting-edge life science companies that continue to look for new market opportunities overseas in order to grow their business,” said Danny Cusick, President, Americas, Scottish Development International. “With a history of medical and scientific discovery stretching back 200 years and one of the largest life science clusters in Europe with significant international presence in research, development and manufacturing, Scotland has always been at the forefront of medical innovation.”

Arrayjet has an established, world-wide customer base, working with researchers, drug development groups and diagnostic companies across 16 countries. The company’s head office is located in Roslin on the outskirts of Edinburgh, Scotland.

The new North America sales office is based at:

Arrayjet
1 Broadway, 14th Floor
Cambridge, MA 02142
USA

#

About Arrayjet

Arrayjet Ltd was founded in 2000 and has since become a leading microarray company utilising unique inkjet microarray technology to provide innovative solutions to researchers, drug development groups and diagnostic companies world-wide.

With an excess of 50 years combined microarray experience and clients across 16 countries world-wide, Arrayjet offers a highly experienced team and well proven technology. Arrayjet offers a flexible solution with the provision of Arrayjet Advance™ microarray services in addition to a range of four scalable inkjet microarray instruments.

For further information, visit www.arrayjet.com. Alternatively, please contact:

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Commercial Director
Tel: +44 131 440 5220
E-mail: mail@arrayjet.co.uk

U.K.-founded Cambridge Consultants kicks off U.S. recruitment campaign

Leading design and development firm actively recruiting experienced engineers and medtech professionals for expansion of its Cambridge, Mass., office

Cambridge, Mass. and U.K. – Dec. 6, 2012 – [Cambridge Consultants](#), a leading design and development firm based in the United Kingdom, has kicked off a U.S. recruitment effort to identify and attract new talent in the medical technology arena, with the goal of doubling the number of employees at the company's U.S. headquarters in Cambridge, Mass., over the next four years. The recruitment campaign comes after company leaders announced their U.S. expansion plans during Governor Deval Patrick's U.K. trade mission last spring.

"Cambridge Consultants is an example of an international company that is committed to growing its operations here in the Commonwealth," said Governor Patrick. "Massachusetts offers a robust life sciences industry as well as a highly skilled workforce, which is critical as international companies look to expand their U.S. operations."

Centrally located in Kendall Square, Cambridge, Mass., Cambridge Consultants is looking to hire numerous experienced professionals with engineering degrees, including program managers, particularly those with experience in developing medical devices. The company's unique approach allows its engineers and experts to work both with emerging start-ups and Fortune 500 blue chips on a variety of projects ranging from those in drug delivery, to diagnostics and surgical.

"We are excited to kick off this recruitment drive for our U.S. office, and to do so in collaboration with the Massachusetts Life Sciences Center," said David Bradshaw, Director of the U.S. Medical Technology division at Cambridge Consultants. "Although Massachusetts offers a hub of talent and opportunity, our future growth and success is tied to our ability to tap into these resources to find the right candidates that will help us expand the capabilities of our Medical Technology division here in our Cambridge facility."

"We are thrilled to see Cambridge Consultants creating jobs and taking advantage of the local talent here in Massachusetts," said Susan Windham-Bannister, Ph.D., President & CEO of the [Massachusetts Life Sciences Center](#), the agency charged with implementing Gov. Patrick's ten year, \$1 billion Life Sciences Initiative. "Cambridge Consultants is joining a growing list of international life sciences companies that are expanding their operations in Massachusetts, and I am confident that David and his team will find the community support and rich talent base needed to continue to grow their business here in the Commonwealth."

"We congratulate Cambridge Consultants as they continue to grow in Massachusetts," said Ken Brown, Executive Director of the Massachusetts Office of International Trade & Investment. "Cambridge Consultants is an example of the deep collaboration in the innovation economy

between the Commonwealth and the UK since Governor Patrick's mission in 2011."

"Since arriving in Massachusetts eight years ago, Cambridge Consultants has been an active and valued player in the local medtech community," said Tom Sommer, President of the Massachusetts Medical Device Council (MassMEDIC). "The firm's growth is the result of presenting medtech companies with first-rate solutions to their product development needs."

Several examples of recently-developed Cambridge Consultants projects include a device that simplifies the way tumor cells are detected in the bloodstream and a diagnostics device that will provide critically-needed data to guide the treatment of bleeding and blood clots in surgery, trauma and intensive care.

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Notes for editors:

Cambridge Consultants develops breakthrough products, creates and licenses intellectual property, and provides business consultancy in technology critical issues for clients worldwide. For 50 years, the company has been helping its clients turn business opportunities into commercial successes, whether they are launching first-to-market products, entering new markets or expanding existing markets through the introduction of new technologies. With a team of more than 360 staff, including scientists, mathematicians, engineers and designers, in offices in Cambridge (UK) and Boston (USA), Cambridge Consultants offers solutions across a diverse range of industries including medical technology, industrial and consumer products, transport, energy, cleantech and wireless communications. For more information visit:

www.CambridgeConsultants.com

Cambridge Consultants is part of Altran, a global leader in innovation and high-tech engineering consulting which supports companies in the creation and development of their new products and services. With a global network of 17,000 collaborators (including 15,000 consultants) throughout more than 20 countries, and 500 major clients, the Group reported sales of €1,420m in 2011. For more information visit: www.altran.com

The Massachusetts Life Sciences Center (MLSC) is a quasi-public agency of the Commonwealth of Massachusetts tasked with implementing the Massachusetts Life Sciences Act, a 10-year, \$1-billion initiative that was signed into law in June of 2008. The MLSC's mission is to create jobs in the life sciences and support vital scientific research that will improve the human condition. This work includes making financial investments in public and private institutions that are advancing life sciences research, development and commercialization as well as building ties among sectors of the Massachusetts life sciences community. For more information, visit www.masslifesciences.com.

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This announcement is not intended to be a commercial endorsement by the MLSC of any products or services provided or developed by the entities referenced in this release.

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)

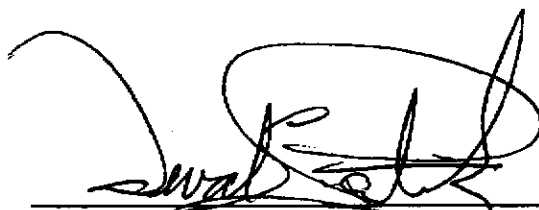
1. The partners to Projects supported under this Agreement shall be required to submit to the Parties evidence of contractual arrangements between them relating to the performance of the Project; commercialization of the Project's results; royalties and intellectual property rights, in particular:
 - (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

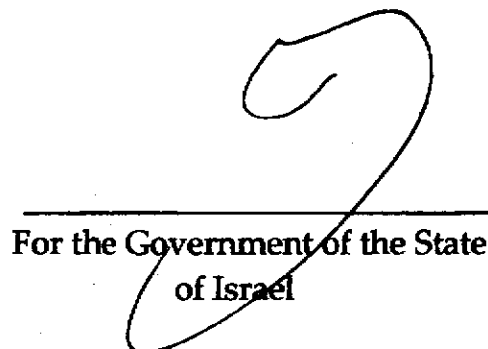
1. Each Party shall notify the other Party, in writing, through diplomatic channels, of the completion of internal legal procedures required for bringing this Agreement into force. This Agreement shall enter into force on the date of the later notification.
2. This Agreement shall remain in force until 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

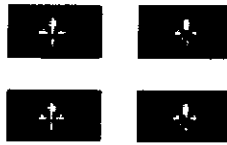
Cooperation under this MOU shall commence upon execution. This MOU may be amended in writing by the mutual consent of the Parties, specifying the effective date of the amendment. Any of the Parties may terminate this MOU through written notification to the other Party with thirty calendar days in advance. 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^o, 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.

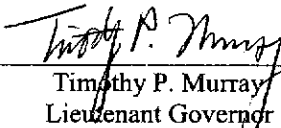
SECTION 6

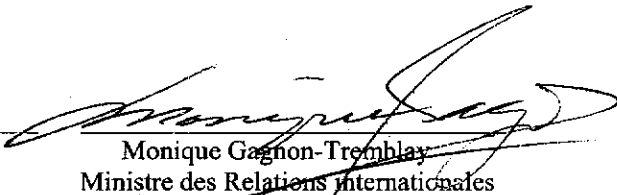
Subject to Section 5, this Understanding shall be in full force and effect on the day it is signed and shall remain in full force and effect until terminated by a six month notice given in writing by one or the other Party.

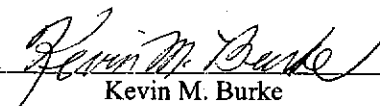
In witness whereof, the Parties have signed the present Understanding in the City of Québec on this 13 day of November 2007, in duplicate, in English and in French, both texts being equally authentic.

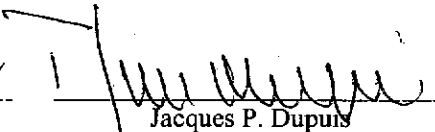
**FOR THE GOVERNMENT OF
THE COMMONWEALTH OF
MASSACHUSETTS**

**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 ____th 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.


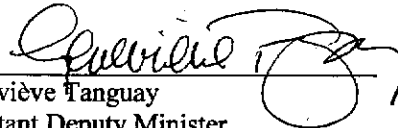
To ensure swift and concrete implementation of their shared vision, they will create a task force facilitated by representatives of the Massachusetts Office of International Trade and Investment and the Ministère du Développement économique, de l'Innovation et de l'Exportation du Québec.

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


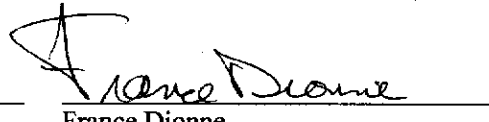
- Assessing the prospects of expanded research and innovation cooperation between Massachusetts and Québec.
- Facilitating the creation of networking opportunities, the implementation of joint research projects and the conclusion of agreements between key stakeholders in various scientific disciplines.
- 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 31st day of March 2009, in duplicate, in English and French.

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

Witnesses

	
Gregory Bialecki	France Dionne
Secretary of Housing and Economic Development	Québec Delegate in Boston
Commonwealth of Massachusetts	

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

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


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



Takahiro Yokomichi
Governor of the Prefecture
of Hokkaido



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

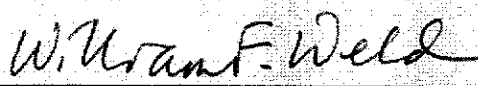
Governor Tatsuya Hori of the Prefecture of Hokkaido, Japan, and his delegation visited the Commonwealth of Massachusetts, U.S.A., from October 15 to October 19, 1995, in the year to mark the Fifth Anniversary of their Sister-State Affiliation, for the purpose of further promoting friendly relations and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

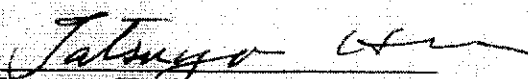
Both Governor William F. Weld of Massachusetts and Governor Hori acknowledged that the Massachusetts-Hokkaido Sister-State Affiliation concluded on February 7th, 1990, has played a significant role in enhancing mutual trust, understanding, cooperation and exchange between Massachusetts and Hokkaido,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

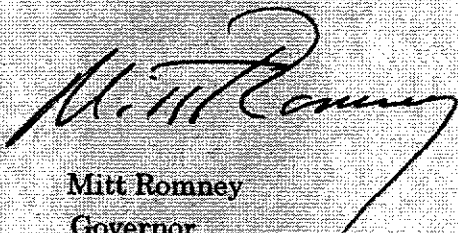
JOINT DECLARATION
ON THE PROMOTION OF FRIENDSHIP AND AFFILIATION
BETWEEN
THE COMMONWEALTH OF MASSACHUSETTS, U.S.A.
AND
THE PREFECTURE OF HOKKAIDO, JAPAN

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.

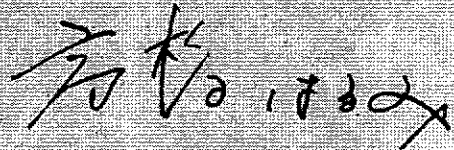
Since the establishment of the sister state affiliation in 1990, Hokkaido and Massachusetts have strengthened their ties and deepened exchanges in the fields of education, sports and medicine, which have contributed to the development and mutual benefits of both regions.

This year marks the 15th 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 19th 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

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"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."⁴⁰

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.

⁴⁰ 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.⁴¹

⁴¹ 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

C-4



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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Comments (2)

gk chesterton fan

2 years ago

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C-5



Report Abuse

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

tiredofwingnuts

2 years ago

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Report Abuse

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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