

WORKFORCE TRAINING FUND

Workforce Training Fund FY17 Annual Report and Performance Report





The Workforce Training Fund Program (WTFP) helps address business productivity and competitiveness by providing resources to businesses to upgrade the skills of their workers. The WTFP is a program of the Executive Office of Labor and Workforce Development. The program is administered by Commonwealth Corporation. CommCorp strengthens the skills of Massachusetts youth and adults by investing in innovative partnerships with industry, education and workforce organizations. It seeks to meet the immediate and emerging needs of businesses and workers so they can thrive in our dynamic economy.

For more information about the Workforce Training Fund visit www.workforcetrainingfund.org.

To learn more about Commonwealth Corporation visit www.commcorp.org.

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Submitted to the Legislature: August 31, 2017

The enabling legislation for the Workforce Training Fund (Massachusetts General Law Chapter 29 Section 2RR) requires that the Director of the Department of Career Services provide the Joint Committee on Labor and Workforce Development and the House and Senate Ways and Means Committees with a report by September 1 of each year detailing grants made in the fiscal year ending on the preceding June 30. The legislation also requires the Director to prepare a performance evaluation of the workforce training fund grants awarded.

The purpose of the Workforce Training Fund is to provide resources to Massachusetts' businesses and workers to train current and newly hired employees, supporting businesses' productivity and competitiveness. We are pleased to report that the 125 employers that completed training initiatives through the WTFP General Program in FY17 collectively added new jobs at a rate of 8.21 percent over their two-year grant periods, compared to 3.09 percent statewide, and 2.9 percent across New England. At the start of their grants, these employers projected that they would add 890 workers as a result of WTFP-funded training. By the end, they actually added 1,591 workers (179% of planned).

The Commonwealth Corporation administers the grant program which is funded through an assessment on Massachusetts' employers' Unemployment Insurance contributions. The Workforce Training Fund Advisory Board provides input on policies and reviews Commonwealth Corporation's recommendations for grant awards to businesses. (Attachment 1 provides a list of FY17 Advisory Board members.)

In FY17 the Workforce Training Fund Program offered four types of grants to Massachusetts businesses. Businesses receiving grant funds or benefiting from grant funds must contribute to the Workforce Training Fund. These grants are supporting training for thousands of workers and improving the competitiveness and productivity of hundreds of businesses across the Commonwealth.

The four types of grants are detailed below:

1. General Program Training Grant: Businesses of any size are eligible to apply. (Intermediaries may lead a consortium application.) They may request up to \$250,000 for up to two years to support training for their workforce. Grant funds must be matched dollar-for-dollar. The match may be cash or in-kind (including wages paid to employees during training).
2. Express Program Grant: Businesses with 100 or fewer employees are eligible to apply. Grant funds will pay for up to 50% of the cost of an employee's participation in training courses selected from a database of registered courses. Businesses may receive up to \$30,000 per calendar year; the maximum payment per trainee, per course is \$3,000.
3. Direct Access Program: Businesses of any size are eligible to participate. Training organizations across Massachusetts are selected through a competitive procurement process to offer seats in their training programs to employees of Massachusetts businesses. The programs offer training in topics such as continuous improvement, computer skills, supervisory skills, ESOL and manufacturing

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skills. Grant funds pay 100% of the cost of a training seat; a participating business must pay its employees' wages for 100% of the time they spend in training that is funded through the grant.

4. On the Job Training Program: This pilot program began in this fiscal year. Grant funds are intended to support businesses in hiring and training Massachusetts residents who have been unemployed for 30 weeks or longer. Businesses work with a participating Career Center to recruit eligible job-seekers, develop a training plan, and receive a wage subsidy of up to 75% (a maximum of \$7,500) for training the new employee over a period of up to 26 weeks. The Regional Employment Board of Hampden County is managing the statewide program; the Regional Employment Board and participating career centers are paid a service fee for each individual who is enrolled in the program and is retained in training for at least 4 weeks.

Part One of this report provides information regarding the Workforce Training Fund grants awarded in FY17. In FY17, more than \$21 million in training grants were awarded through the Workforce Training Fund's four grant programs.

Part Two of this report provides data on the performance of Workforce Training Fund General Program grants that were awarded by Commonwealth Corporation in FY17 or in previous years and completed their activities in FY17.

PART ONE: GRANTS AWARDED IN FY17

FY17 General Program Training Grant Awards

In FY17, Commonwealth Corporation awarded 178 General Program Training Grants involving 206 businesses. (Note: this includes 9 consortium grants involving 36 businesses.) The total amount awarded was \$17,954,768. In total, the businesses plan to train 10,852 workers with these funds. (Attachment 2 provides a list of all General Program Training Grants awarded in FY17.) The businesses projected that as a result of the training, by the end of their two-year grant periods they will hire 1,413 additional workers. Training topics included but were not limited to process and quality improvement, preparation for international industry standards certification, sales and customer service, supervision and leadership, technical and business software, blueprint reading and geometric tolerancing, and project management.

The following provides information about the industry distribution of the businesses involved in the FY17 General Program Training Grant awards:

FY17 General Program Training Grants
Award Amount by Industry

Industry	Award Amount	Percent of Total
Manufacturing	\$9,775,367	54%
Professional, Scientific & Technical Services	\$2,583,069	14%

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Finance & Insurance	\$1,127,881	6%
Healthcare & Social Assistance	\$1,064,759	6%
Construction	\$852,378	5%
Retail Trade	\$702,586	4%
Accommodation/Food Service/Hospitality	\$588,420	3%
Other Services (except Public Administration)	\$517,410	3%
Transportation & Warehousing	\$247,905	1%
Information	\$198,753	1%
Wholesale Trade	\$181,840	1%
Real Estate/Rental/Leasing	\$114,400	1%
Total	\$17,954,768	100%

FY17 General Program Training Grants
Number of Grant Awards by Industry

Industry	# of Awards	Percent of Total
Manufacturing	96	54%
Professional, Scientific & Technical Services	26	15%
Healthcare & Social Assistance	13	7%
Finance & Insurance	10	6%
Construction	8	4%
Retail Trade	8	4%
Accommodation/Food Service/Hospitality	7	4%
Other Services (except Public Administration)	4	2%
Wholesale Trade	2	1%
Information	2	1%
Real Estate/Rental/Leasing	1	1%
Transportation & Warehousing	1	1%
Total	178	100%

The following provides information about the regional distribution of the businesses involved in the FY17 General Program Training Grant awards:

FY17 General Program Training Grants
Award Amount by WDB Region

WDB Region	Award Amount	Percent of Total
Metro South/West	\$3,316,190	18%
Central MA	\$1,983,754	11%
Metro North	\$1,969,717	11%
Boston	\$1,868,692	10%
South Shore	\$1,428,076	8%

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North Central MA	\$1,186,373	7%
Greater Lowell	\$1,057,922	6%
North Shore	\$886,238	5%
Merrimack Valley	\$857,922	5%
Hampden	\$847,328	5%
Brockton	\$767,203	4%
Greater New Bedford	\$611,471	3%
Bristol	\$471,212	3%
Cape & Islands	\$456,571	3%
Franklin/Hampshire	\$201,400	1%
Berkshire	\$44,700	0%
Total	\$17,954,768	100%

FY17 General Program Training Grants
Number of Grant Awards by WDB Region

WDB Region	# of Awards	Percent of Total
Metro South/West	31	17%
Boston	19	11%
Metro North	18	10%
Central MA	17	10%
North Central MA	13	7%
Hampden	12	7%
South Shore	11	6%
Greater Lowell	10	6%
North Shore	9	5%
Merrimack Valley	9	5%
Bristol	7	4%
Greater New Bedford	6	3%
Brockton	5	3%
Cape & Islands	5	3%
Franklin/Hampshire	4	2%
Berkshire	2	1%
Total	178	100%

FY17 Express Program Grant Awards

In FY17 Commonwealth Corporation approved 512 grant applications from 388 businesses, seeking a total of \$2,398,173 in grant funds to train 3,164 employees. (Note: businesses may submit multiple applications; employees may participate in multiple courses.)

Training topics included process and quality improvement, preparation for international industry standards certification, sales and customer service, supervision and leadership, occupation specific technical training, and project management.

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The following provides information about the industry distribution of the businesses involved in the FY17 Express Program Grant awards:

FY17 Express Program Grants
Number of Grant Awards by Industry

Industry	# of Awards	Percent of Total
Manufacturing	121	24%
Professional, Scientific & Technical Services	115	22%
Finance & Insurance	94	18%
Other Services (except Public Administration)	78	15%
Construction	31	6%
Healthcare & Social Assistance	18	4%
Information	11	2%
Educational Services	8	2%
Agriculture/Forestry/Fishing/Hunting	6	1%
Wholesale Trade	5	1%
Transportation & Warehousing	5	1%
Accommodation/Food Service/Hospitality	5	1%
Retail Trade	4	1%
Arts/Entertainment/Recreation	3	1%
Real Estate/Rental/Leasing	3	1%
Administrative & Support & Waste Mgmt. & Remediation Svcs.	2	0%
Utilities	1	0%
Management of Companies & Enterprises	1	0%
Other	1	0%
Total	512	100%

The following provides information about the regional distribution of the businesses involved in the FY17 Express Program Grant awards:

FY17 Express Program Grants
Number of Grant Awards by WDB Region

WDB Region	# of Awards	Percent of Total
Metro South/West	90	18%
Metro North	66	13%
Hampden	64	13%
South Shore	57	11%
Central MA	32	6%
Boston	28	5%
North Shore	28	5%

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Merrimack Valley	24	5%
Cape & Islands	22	4%
Bristol	20	4%
Brockton	20	4%
Franklin/Hampshire	16	3%
Greater Lowell	16	3%
North Central MA	12	2%
Berkshire	9	2%
Greater New Bedford	8	2%
Grand Total	512	100%

FY17 Direct Access Program

This program, which began as a pilot program in FY15, provides businesses with streamlined access to training in topics that have substantial and frequent demand, such as supervisory and management skills, process improvement and quality assurance, computer skills, manufacturing skills, and ESOL. Through a competitive procurement process, Commonwealth Corporation originally selected 10 training organizations to offer Massachusetts businesses seats for their employees in a set of pre-approved programs. The training organizations market the opportunity and enroll and train workers referred by the businesses. Commonwealth Corporation reimburses the training organizations with WTFP grant funds for training costs on a per seat basis. Referring businesses do not pay any of the training costs but are required to pay their workers' wages for any time spent in training that is paid for with the grant. The initial group of 10 organizations completed their contracts in FY17, at which time they had collectively trained 3,561 workers. (Note: the number of participants is not unduplicated. Participants may enroll in multiple training courses.) More than 400 businesses enrolled their employees in the programs. The total reimbursement amount for the training activities was \$1,906,383.

In FY17 Commonwealth Corporation conducted a new competitive procurement process to identify additional training organizations and programs and also awarded continuation grants to 8 of the 10 original training organizations. Currently 18 organizations are offering training seats through the Direct Access Program to businesses across the Commonwealth. This new round of funding, which totals \$2,434,409 and provides for 5,392 training slots, is designed to provide businesses with access to training through the end of FY18. By the end of FY17, the 18 organizations had collectively trained 2,080 workers from 260 businesses and had been reimbursed \$826,686.

FY17 OJT Program Grant Awards

Beginning in the spring of FY17 five businesses each worked with a career center to hire and begin training a previously long-term unemployed individual through the WTFP OJT program. The age range of the participants is between 23 and 60; their lengths of unemployment ranged from 30 weeks to 166 weeks. The occupations in which they were hired are office assistant, receptionist, maintenance, reclamation worker and medical equipment specialist; their training wages range from \$12 to \$16 per hour. By the end of FY17, of the 5 individuals who began working and participating in training:

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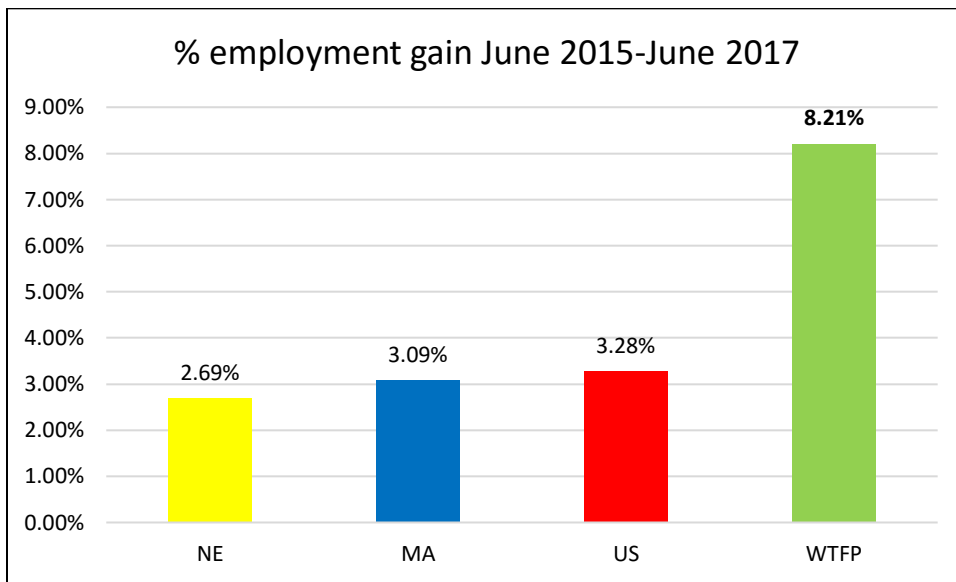
- 1 completed the training period and was retained by her employer in an office assistant position paying \$13.50 per hour;
- 1 did not complete the training period and was not retained in employment;
- 3 were still participating in training.

The total expended in the OJT program by the end of FY17 was \$26,858 (\$22,808 in wage subsidies and \$4,050 in service fees to career centers and the Regional Employment Board of Hampden County.)

PART TWO: WTFP GENERAL PROGRAM GRANTS CLOSED IN FY17

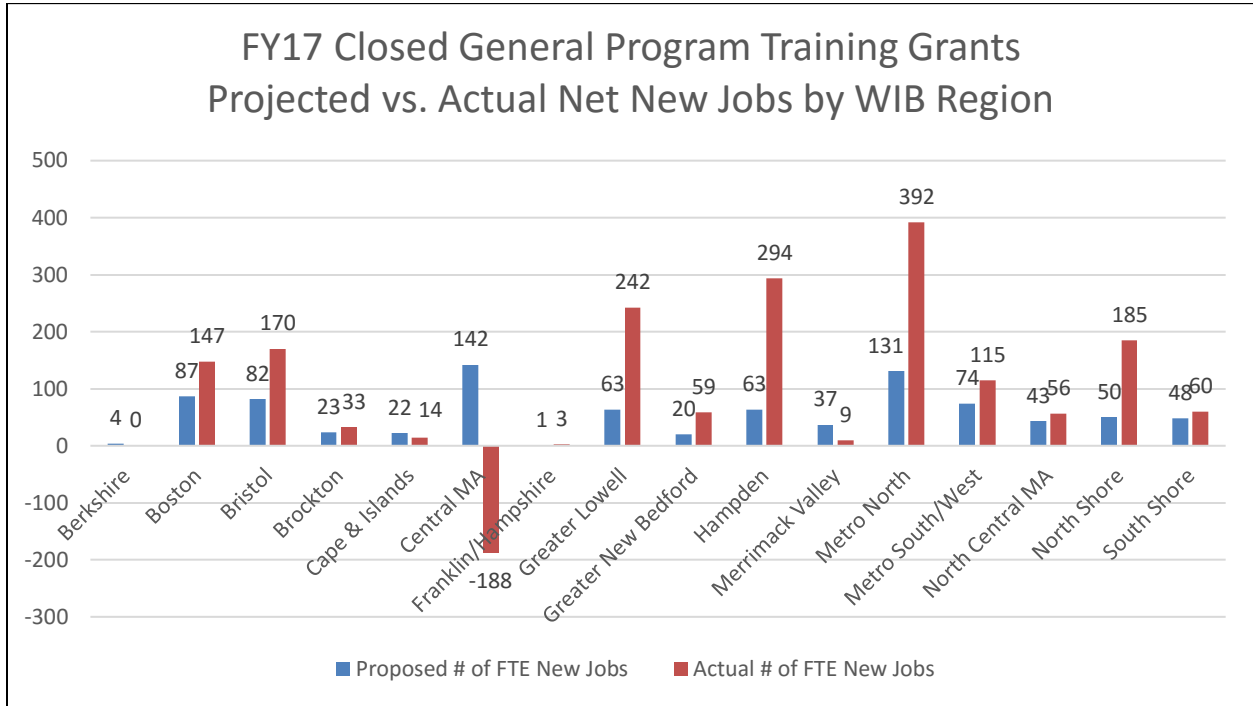
General Program Training Grants Closed in FY17

In FY17, 125 General Program Training Grants closed. In total, the 125 grantees projected adding 890 workers as a result of training; the actual number of net new jobs (full-time equivalent) they reported at the end of their grant period was 1,591, which is 701 more new jobs (179% of planned) than projected. Overall, the grantees reported 8.21% employment growth over their two-year grant period as compared to 3.09% statewide.

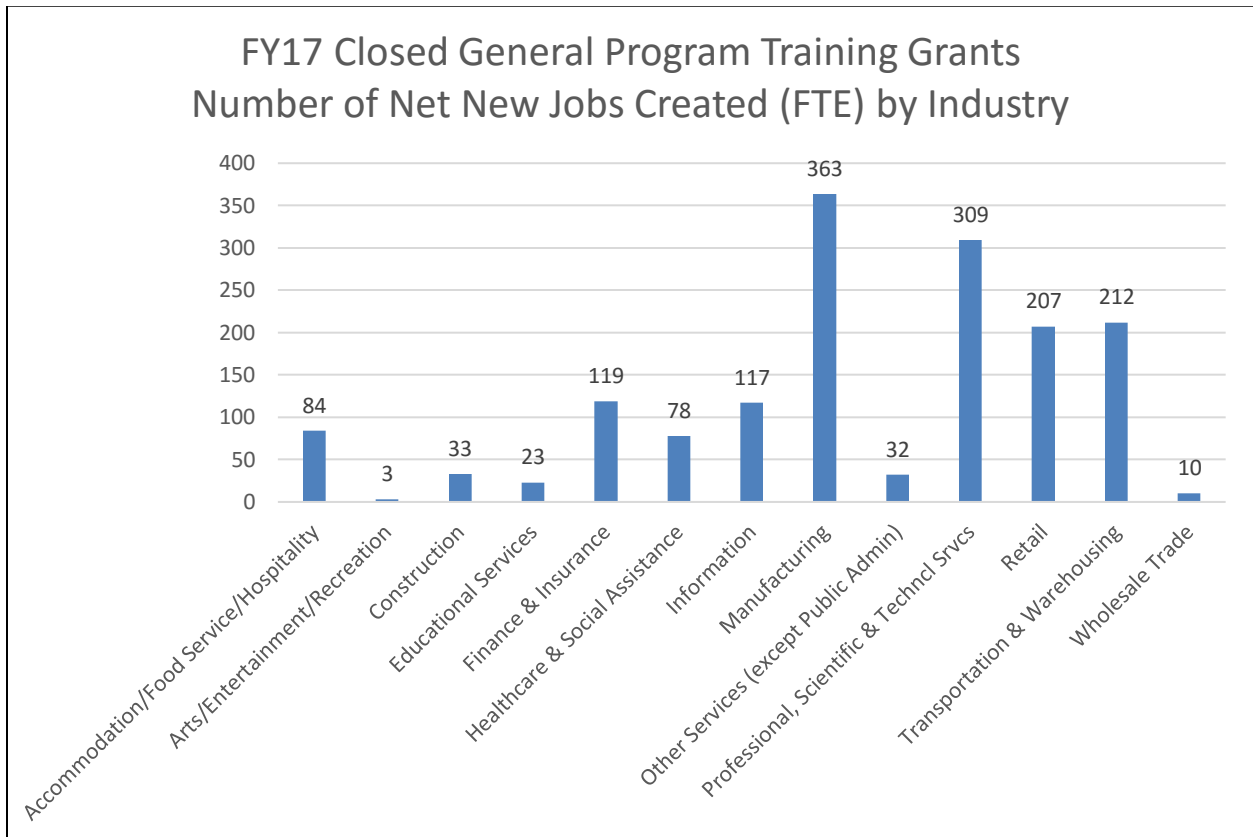


Ninety-two of the grantees reported net new jobs as compared to the beginning of their grant period. Thirteen reported that their employment levels remained steady and 20 reported that they experienced job loss over the course of the grant. The following charts provide information about the projected versus actual count of reported new jobs created, by Workforce Development Board region and by industry.

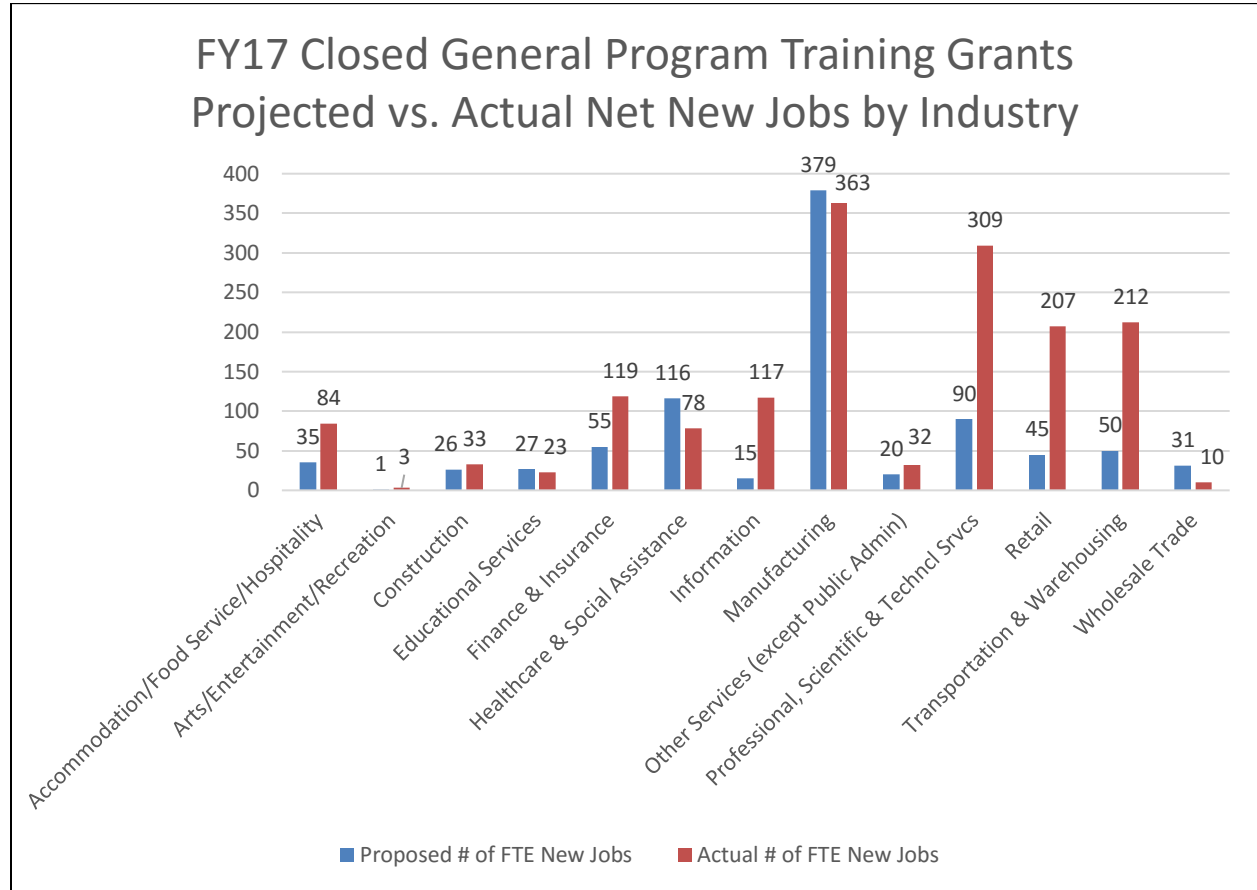
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Note: The Central MA region includes a grant involving several manufacturing companies that experienced a net reduction of 229 workers due to a decline in orders. The companies participating in the other 12 grants in the region reported that they added 41 new jobs as a result of their programs.



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The total original contract amount for the 125 grantees was \$11,904,334; the final total amount expended at the end of the grant periods was \$10,329,243 (87% of the contracted amount). Eighty-two of the 125 grantees did not expend their full contract amount. The following tables provide information about the closed grants and grant expenditures by Workforce Development Board region.

**FY17 Closed General Program Training Grants
Number and Percent of Grants by WDB Region**

WDB Region	# of Grants	Percent of Total
Metro North	16	13%
Metro South/West	16	13%
Central MA	13	10%
Hampden	10	8%
South Shore	10	8%
Boston	10	8%
Greater Lowell	9	7%
Bristol	8	6%
North Shore	8	6%
Merrimack Valley	6	5%
Brockton	6	5%

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North Central MA	5	4%
Greater New Bedford	4	3%
Cape & Islands	2	2%
Franklin/Hampshire	1	1%
Berkshire	1	1%
Total	125	100%

**FY17 Closed General Program Training Grants
Expenditures by WDB Region**

WDB Region	Expenditures	Percent of Total
Metro North	\$1,594,363	15%
Metro South/West	\$1,322,613	13%
Central MA	\$1,221,242	12%
Bristol	\$888,765	9%
Greater Lowell	\$747,611	7%
North Shore	\$711,511	7%
Merrimack Valley	\$683,579	7%
Boston	\$683,044	7%
Hampden	\$560,745	5%
South Shore	\$512,695	5%
Greater New Bedford	\$382,099	4%
North Central MA	\$372,553	4%
Brockton	\$276,203	3%
Cape & Islands	\$244,120	2%
Berkshire	\$103,200	1%
Franklin/Hampshire	\$24,900	0%
Total	\$10,329,243	100%

In total, the 125 grantees planned to train 9,470 employees; the actual number of trainees reported was 9,169 (97% of planned). Eighty of the 125 grantees trained as many as or more employees than planned; 45 did not train as many workers as originally planned. The latter group of grantees reported that changes in business circumstances affected their ability to conduct all of the training they had originally planned. The following table provides information about the number of trainees by Workforce Development Board region.

**FY17 Closed General Program Training Grants
Number of Trainees by WDB Region**

WDB Region	# Trained	Percent of Total
Metro North	1,842	20%
Central MA	1,036	11%
Bristol	955	10%

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Metro South/West	922	10%
Boston	814	9%
Greater Lowell	695	8%
North Shore	589	6%
South Shore	429	5%
Hampden	412	4%
Greater New Bedford	331	4%
Merrimack Valley	315	3%
Brockton	312	3%
North Central MA	286	3%
Cape & Islands	166	2%
Berkshire	57	1%
Franklin/Hampshire	8	0%
Total	9,169	100%

Grants awarded to businesses in the Manufacturing industry made up the largest share (69 out of 125) of the General Program Training Grants that closed in FY17. The next largest industry sector was Finance & Insurance. The following tables and charts provide information by industry sector on the number of grants closed, grant expenditures, number of trainees and the number of net new jobs created (full-time equivalent) as reported by the 125 General Program grantees.

**FY17 Closed General Program Training Grants
Number and Percent of Grants by Industry**

Industry	# of Grants	Percent of Total
Manufacturing	69	55%
Finance & Insurance	10	8%
Professional, Scientific & Technical Services	9	7%
Healthcare & Social Assistance	8	6%
Other Services (except Public Administration)	6	5%
Construction	5	4%
Wholesale Trade	5	4%
Retail Trade	3	2%
Accommodation/Food Service/Hospitality	3	2%
Educational Services	3	2%
Information	2	2%
Arts, Entertainment and Recreation	1	1%
Transportation & Warehousing	1	1%
Total	125	100%

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FY17 Closed General Program Training Grants
Expenditures by Industry

Industry	Expenditures	Percent of Total
Manufacturing	\$5,366,343	52%
Finance & Insurance	\$1,348,613	13%
Professional, Scientific & Technical Services	\$778,214	8%
Healthcare & Social Assistance	\$770,249	7%
Wholesale Trade	\$401,710	4%
Construction	\$361,177	3%
Information	\$266,702	3%
Other Services (except Public Administration)	\$263,985	3%
Accommodation/Food Service/Hospitality	\$238,759	2%
Transportation & Warehousing	\$200,000	2%
Retail Trade	\$173,585	2%
Educational Services	\$135,005	1%
Arts, Entertainment and Recreation	\$24,900	0%
Total	\$10,329,243	100%

FY17 Closed General Program Training Grants
Number of Trainees and Percent by Industry

Industry	# Trained	Percent of Total
Manufacturing	4,249	46%
Finance & Insurance	1,109	12%
Professional, Scientific & Technical Services	702	8%
Transportation & Warehousing	631	7%
Healthcare & Social Assistance	559	6%
Wholesale Trade	477	5%
Information	312	3%
Other Services (except Public Administration)	299	3%
Construction	272	3%
Accommodation/Food Service/Hospitality	218	2%
Retail Trade	188	2%
Educational Services	145	2%
Arts, Entertainment and Recreation	8	0%
Total	9,169	100%

General Program Training Grants Withdrawn in FY17

In FY17, 18 businesses that had been awarded General Program Training grants elected to withdraw from the program prior to completing training. This was primarily due to changes in business conditions.

Attachment 1: Workforce Training Fund Advisory Board Members as of June 30, 2017

Board Member	Organization
Judy Beckler	Consultant; formerly President, St. Mary's Center for Women & Children
Roger Berkowitz	President & CEO, Legal Seafoods
Joan Cirillo	Executive Director, Operation A.B.L.E. of Greater Boston
Marie Downey	Executive Director, Boston Education, Skills, & Training Corp. (BEST)
Richard Lord (chair)	President, Associated Industries of Massachusetts (AIM)
Paul T. Murphy	Owner, Paul T. Murphy Insurance Agency, Inc.
Franklin Peralta	English Works Campaign Organizer, English for New Bostonians
Julie Pinkham	Executive Director, Massachusetts Nurses Association
Steven Tolman	President, Massachusetts AFL-CIO

Attachment 2: FY17 WTFP General Program Grant Awards**General Program Training Grant Awards (by city)**

Grantee Name	City	Amount Awarded	# of Trainees
Geocomp Corporation	Acton	\$42,510	16
Black Diamond Networks Inc	Andover	\$154,000	160
Mercury Systems Inc.	Andover	\$196,800	60
American Alarm and Communications Inc	Arlington	\$120,000	175
Lentros Engineering Inc.	Ashland	\$22,400	42
Consolidated Fabricators	Auburn	\$96,370	55
Catania Spagna Corporation	Ayer	\$247,025	56
Arrow Machine	Belchertown	\$26,420	6
Algonquin Industries	Bellingham	\$89,900	72
Electric Insurance Company	Beverly	\$249,605	69
Microline Surgical Inc.	Beverly	\$74,200	20
ATI Flowform Products	Billerica	\$52,800	48
Axsun Technologies Inc.	Billerica	\$100,794	93
E Ink Corporation	Billerica	\$195,770	307
Pion Inc.	Billerica	\$34,800	16
Acoustic Technology Inc (dba ATI Systems)	Boston	\$48,800	34
Artaic, LLC (dba Mosaic Loft)	Boston	\$97,410	21
Bergmeyer Associates	Boston	\$31,600	29
BSC Companies	Boston	\$226,300	45
DailyFeats, Inc. (dba Maxwell Health)	Boston	\$176,400	116

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Dancing Deer Baking Co.	Boston	\$163,520	42
EiQ Networks, Inc.	Boston	\$137,200	70
Fusion Design Consultants Inc.	Boston	\$29,400	17
Lenox-Martell, Inc.	Boston	\$136,810	70
Massachusetts Association for Community Action (MASSCAP)	Boston	\$27,368	98
Mei Mei Restaurant Inc.	Boston	\$42,700	22
PerkinElmer Health Sciences	Boston	\$155,250	135
Premier Yachts (dba Entertainment Cruises)	Boston	\$64,400	36
SEA-DAR Enterprises, Inc.	Boston	\$58,400	60
Steffian Bradley Architects - Sterling Planning Alliance	Boston	\$209,300	67
Stellar Restaurant Group (dba Boloco)	Boston	\$107,600	150
Total Office Inc	Boston	\$29,856	11
Urban Eye MD Associates	Boston	\$64,825	8
WegoWise	Boston	\$61,553	32
Kevin P. Martin & Associates	Braintree	\$78,118	67
Symmons Industries, Inc.	Braintree	\$245,000	200
Ultra Electronics Ocean Systems, Inc.	Braintree	\$59,405	47
Depuy Synthes, Inc.	Bridgewater	\$227,010	56
Sonepar Distribution New England, Inc. (dba NorthEast Electrical)	Brockton	\$247,905	91
ClickSoftware, Inc.	Burlington	\$179,200	95

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Electric Supply Center	Burlington	\$72,152	74
Lab Central Inc	Cambridge	\$57,900	19
Phoenix Electric Corp	Canton	\$134,400	46
Pulse Systems Inc.	Canton	\$24,050	12
Unicom Engineering (Previously known as Network Engines)	Canton	\$178,863	110
Designers Choice	Chelsea	\$36,270	22
Signature Breads Inc.	Chelsea	\$137,240	68
MicroTek, Inc.	Chicopee	\$123,770	120
National Vinyl LLC	Chicopee	\$28,800	23
Poly - Plating Inc	Chicopee	\$41,000	12
Darmann Abrasive Products	Clinton	\$83,600	58
Poplar Hill Machine, Inc.	Conway	\$53,180	16
Neurologica Corporation	Danvers	\$124,800	126
North Shore Mechanical Contractors, Inc.	Danvers	\$68,100	28
Sumaria Systems	Danvers	\$38,500	17
Tegra Medical	Dartmouth	\$142,450	58
Jet Machined Products, LLC	East Bridgewater	\$39,200	14
Mueller Corporation	East Bridgewater	\$92,220	48
Maybury Material Handling	East Longmeadow	\$134,610	80
Plastipak Packaging, Inc.	East Longmeadow	\$81,144	20
Rock Valley Tool LLC	Easthampton	\$56,525	23

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Philbin Insurance Group Inc	Everett	\$50,950	15
NYE Lubricants, Inc.	Fairhaven	\$59,150	28
Genlyte Thomas Group (a Lightolier Division)	Fall River	\$171,250	68
MERIDA	Fall River	\$25,200	23
Stanley Street Treatment and Resources, Inc. (SSTAR)	Fall River	\$116,173	88
Avery Dennison Retail Information Services	Fitchburg	\$104,512	141
IC Federal Credit Union	Fitchburg	\$63,510	61
Micron Products, Inc	Fitchburg	\$75,700	62
Workers Credit Union	Fitchburg	\$62,400	81
Technical Support International Inc	Foxboro	\$112,220	27
Boston International Import/Export (dba Celebrate the Home - Boston International)	Franklin	\$48,516	47
Data Guide Cable Corporation	Gardner	\$42,600	49
GFA Federal Credit Union	Gardner	\$31,035	35
C&G Machine, Inc.	Granby	\$35,230	9
Railroad Street Youth Project	Great Barrington	\$11,200	17
Rustic Marlin Designs LLC	Hanover	\$46,400	30
Ruselectric, Inc.	Hingham	\$187,625	128
Alden Research Laboratory	Holden	\$146,640	73
Century-TyWood Manufacturing, Inc.	Holliston	\$177,665	70
CTS Corporation	Hopkinton	\$117,600	38

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Bryley Systems Inc.	Hudson	\$70,310	24
Fourstar Connections, Inc	Hudson	\$117,375	36
Lancaster Packaging, Inc.	Hudson	\$59,500	11
Snyder's-Lance	Hyannis	\$45,600	40
KC Precision Machining	Ipswich	\$76,000	26
Accudynamics	Lakeville	\$167,170	71
Aerospace Semiconductor Inc (dba Sanchez Associates)	Lawrence	\$16,992	4
Infinity Tapes	Lawrence	\$66,000	40
Mexichem Specialty Compounds	Leominster	\$122,400	153
Monson Companies, Inc.	Leominster	\$115,200	38
Montachusett Home Care Corporation	Leominster	\$28,201	20
Autoliv Incorporated	Lowell	\$189,940	72
Nobis Engineering, Inc.	Lowell	\$77,220	26
Precise Industries Inc.	Lowell	\$12,600	8
Rapid Micro Biosystems, Inc.	Lowell	\$145,750	73
WinnCompanies	Lowell	\$114,400	76
Commercial Machine, Inc.	Ludlow	\$37,100	10
Salem Information Services LTB (dba Techevolution)	Lynn	\$54,748	7
Gurley Eye Care Associates	Manchester-by-the-Sea	\$67,300	12
Lacerta Group, Inc.	Mansfield	\$64,700	157
NexDine LLC	Mansfield	\$19,800	75

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Hologic Inc	Marlborough	\$50,050	82
MHQ, Inc.	Marlborough	\$246,500	116
Riley Power Inc.	Marlborough	\$233,120	182
Good Clothing Company Inc.	Mashpee	\$117,760	60
New England Die Cutting, Inc.	Methuen	\$46,200	40
Barrday Composite Solutions	Millbury	\$138,315	74
Dacon Corporation	Natick	\$40,300	38
Landry's Bicycles	Natick	\$73,900	40
Environmental Health & Engineering, Inc.	Needham	\$243,600	70
New Bedford Chamber of Commerce	New Bedford	\$66,528	23
Crystal Engineering	Newburyport	\$81,600	28
Turning Point, Inc.	Newburyport	\$94,800	64
MAS Building & Bridge, Inc.	Norfolk	\$118,790	38
BerkMatics	North Adams	\$33,500	10
Mini-Systems Inc. (dba Pace Industries, LLC - Cambridge Division)	North Attleboro	\$30,800	81
Pace Industries, LLC	North Billerica	\$133,080	33
Columbia Construction Company	North Reading	\$203,400	125
Peppers Artful Events	Northborough	\$53,200	35
Bluestone Energy Services, LLC (dba Opterra Energy Services - C & I)	Norwell	\$101,590	43
Eye Care Specialists	Norwood	\$65,815	9

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Gaston Electrical Company	Norwood	\$171,945	65
Professional Electrical Contractors of Connecticut	Norwood	\$161,100	38
Remtec, Inc.	Norwood	\$66,000	44
East Boston Savings Bank	Peabody	\$195,985	276
Quality Support Group Inc	Peabody	\$11,200	4
Gaskin Manufacturing Corp (dba Swiss Technologies of New England)	Plainville	\$54,058	10
Arch Global Precision (dba Richards Micro Tool)	Plymouth	\$99,800	48
P. & J.V. Management (dba Mamma Mia's & Carmela's Restaurants)	Plymouth	\$237,170	50
Global Interconnect, Inc.	Pocasset	\$31,800	9
Dellbrook (dba Dellbrook; JKS, Dellbrook; JK Scanlan)	Quincy	\$165,043	157
Quincy Credit Union	Quincy	\$29,975	70
Randolph Engineering, Inc.	Randolph	\$177,950	66
Emond Brothers	Raynham	\$26,400	16
Cape Medical Supply, Inc.	Sandwich	\$50,835	64
TriStar Plastics Corporation	Shrewsbury	\$42,700	37
Daily Grommet Inc. (dba The Grommet)	Somerville	\$120,400	72
Rogers & Gray Insurance Agency, Inc	South Dennis	\$210,576	122
Knight Machine and Tool Company, Inc.	South Hadley	\$56,465	23
Pine Service Corp. (dba Printing Industries of New England)	Southborough	\$240,603	96

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Device Technologies	Southborough	\$53,230	22
Karl Storz Endoscopy America, Inc.	Southbridge	\$195,875	152
Boulevard Machine & Gear Inc	Springfield	\$49,660	16
Freedom Credit Union	Springfield	\$126,175	133
Horizon Sheet Metal	Springfield	\$66,000	52
Northstar Pulp and Paper, Inc.	Springfield	\$100,749	65
Homes for Our Troops	Taunton	\$133,062	66
Mitralign, Inc.	Tewksbury	\$83,600	41
Bailey's Bar & Grille, LLC	Townsend	\$63,550	62
North Suburban Eye Associates	Wakefield	\$65,815	9
Middlesex Human Service Agency	Waltham	\$112,850	195
Profitect	Waltham	\$100,800	40
Cedar's Mediterranean Foods Inc	Ward Hill	\$151,870	120
Fresh Tilled Soil	Watertown	\$11,300	8
Tech Device Corporation (dba TE Connectivity)	Watertown	\$208,800	54
Rexa Inc.	West Bridgewater	\$160,868	86
Medical Research Networkx	West Wareham	\$60,000	11
Energy Federation Inc	Westborough	\$162,000	48
Keamy Eye and Laser Center	Westborough	\$64,330	6
Microwave Component & Systems, Inc.	Westborough	\$27,030	11
Acralube Inc (dba Dicronite Northeast)	Westfield	\$26,330	6

Attachment 2: FY17 WTFP General Program Grant Awards

Grantee Name	City	Amount Awarded	# of Trainees
Peerless Precision Inc	Westfield	\$55,230	23
1A Auto Inc.	Westford	\$190,158	97
Telamon Insurance and Financial Network	Westwood	\$107,670	54
IBC Engineered Materials Corp	Wilmington	\$99,600	24
United Tool & Machine Corporation	Wilmington	\$150,680	25
Dole & Bailey, Inc.	Woburn	\$66,640	89
Ultra Electronics/ Herley	Woburn	\$119,400	26
Bulbs.com	Worcester	\$37,920	36
Curtis Industries	Worcester	\$72,610	42
Ginseng Up Corporation	Worcester	\$43,160	22
MassMEP	Worcester	\$250,000	177
MassMEP	Worcester	\$159,040	127
Nouria Energy Services	Worcester	\$129,684	126
Primetals Technologies USA LLC	Worcester	\$232,600	173
Slideways, Inc.	Worcester	\$45,800	21
Capstan Atlantic	Wrentham	\$136,450	252
		\$17,954,768	10,852



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