

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.

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
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

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

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% |

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

| | | |
|---|---------------------|-------------|
| 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% |

**Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017**

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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.

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

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% |

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

| | | |
|---------------------|------------|-------------|
| 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:

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

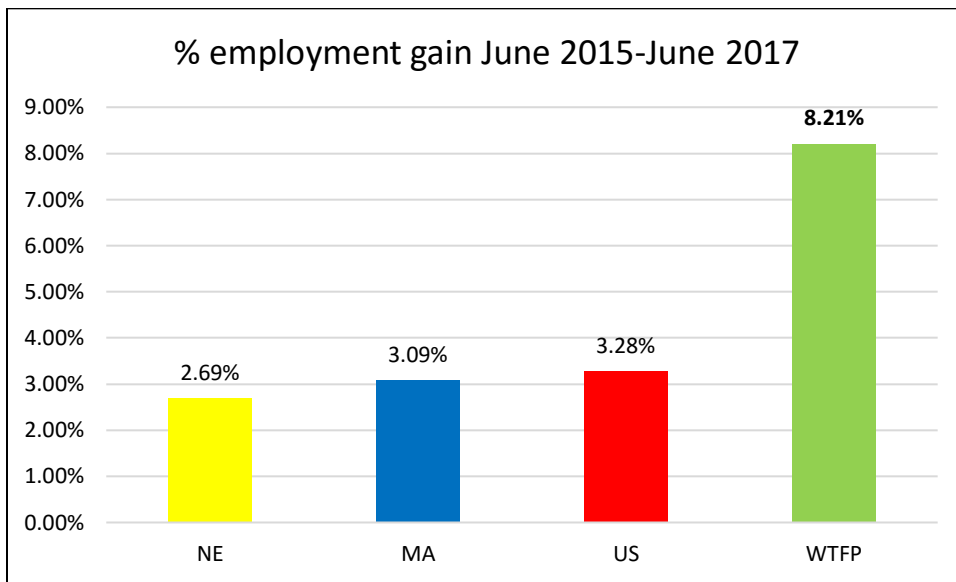
- 1 completed the training period and was retained by her employer in an office assistant position paying \$13.50 per hour;
- 1 did not complete the training period and was not retained in employment;
- 3 were still participating in training.

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

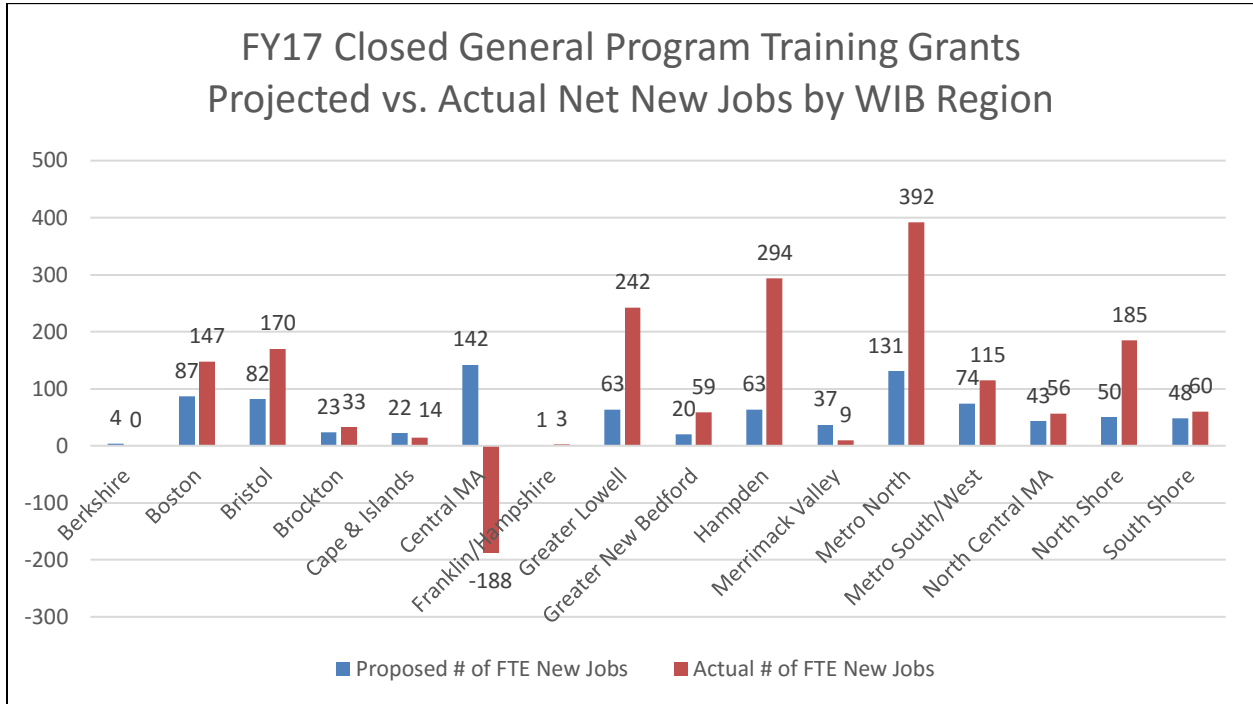
General Program Training Grants Closed in FY17

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.

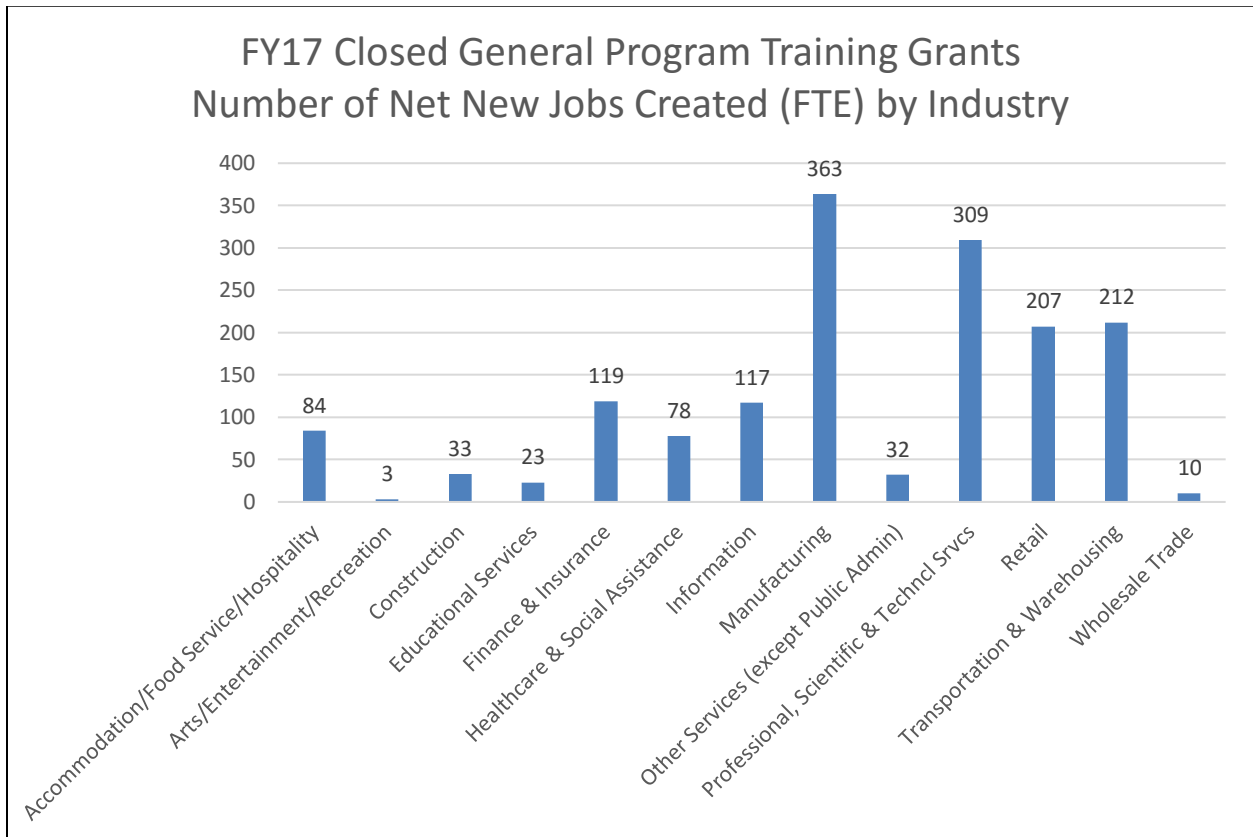


Ninety-two of the grantees reported net new jobs as compared to the beginning of their grant period. Thirteen reported that their employment levels remained steady and 20 reported that they experienced job loss over the course of the grant. The following charts provide information about the projected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

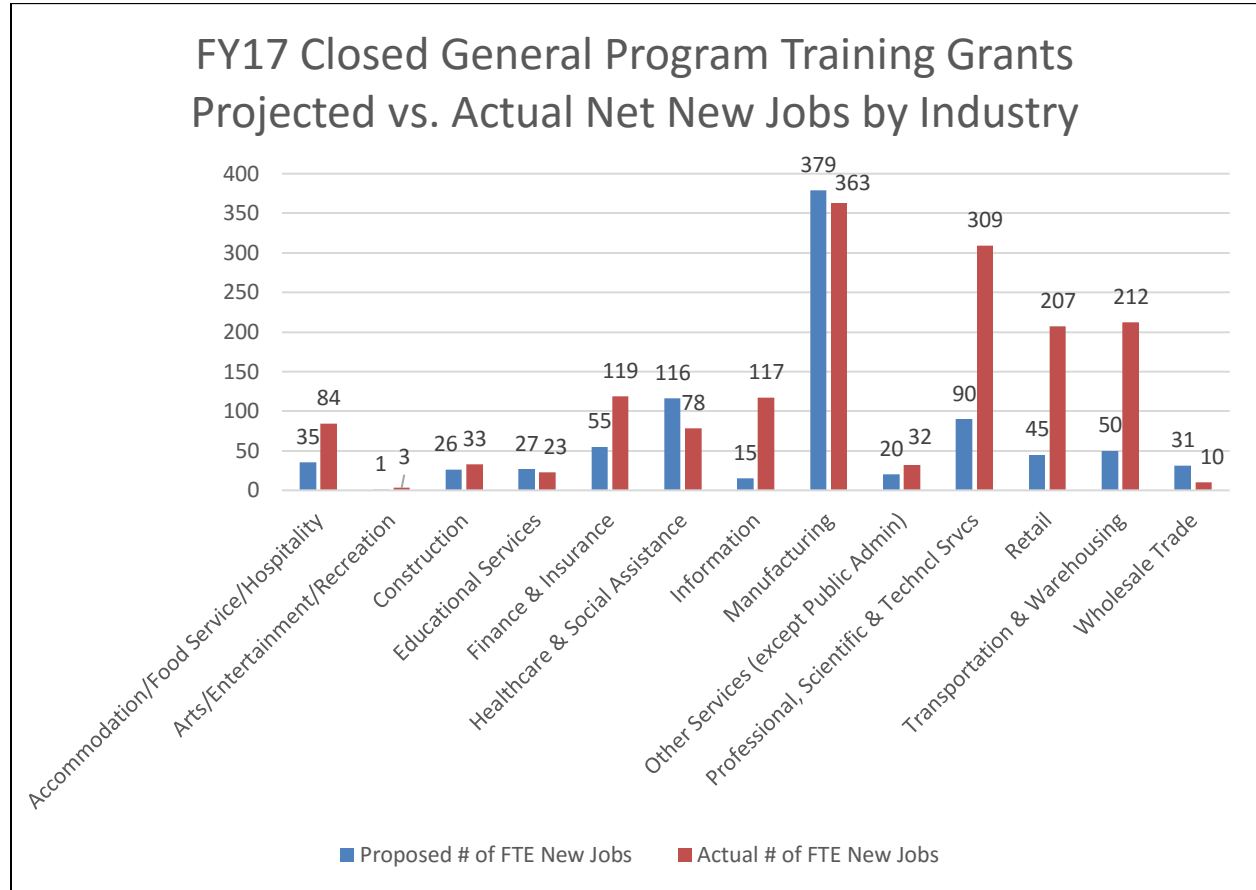
Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017



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.



Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017



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% |

**Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017**

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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% |

**Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017**

| | | |
|---------------------|--------------|-------------|
| 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% |

Workforce Training Fund Annual Report and Performance Report: Fiscal Year 2017
Submitted to the Legislature: August 31, 2017

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 |



Massachusetts Executive Office of Labor and Workforce Development



2 Oliver Street, 5th Floor
Boston, MA 02109
617-717-8158

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