



COMMONWEALTH OF MASSACHUSETTS  
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SECRETARY EXECUTIVE OFFICE OF  
HOUSING & ECONOMIC DEVELOPMENT

July 31, 2013

Mr. Norman Khumalo  
Town Manager  
Town of Hopkinton  
18 Main Street  
Hopkinton, MA 01748

RECEIVED  
AUG 07 2013

BY: .....

Dear Mr. Khumalo:

I'm writing to follow up on the conversation that you had with Rob Anderson, the Metro West Regional Director for the Massachusetts Office of Business Development (MOBD). Your discussion focused on the decertification of Lonza's Economic Development Incentive Program (EDIP) project at 97 and 99 South Street in Hopkinton.

Lonza had entered into that agreement with the Commonwealth and the Town of Hopkinton in 2007 to receive Tax Increment Financing (TIF) on those properties. Part of that agreement is the creation and retention of jobs at those locations.

On July 25th the state became aware of the 200 layoffs planned by end of year at Hopkinton's Lonza facility – it is our understanding that the company did outreach to the Town before this news the day before it became public. The layoff of these employees allows the Town to request decertification of the local TIF. This decertification the project can be requested of the state's Economic Assistance Coordinating Council (EACC) in a letter addressed to me laying out the reasons why the Town is requesting decertification. The fact that the company is choosing to lay off 2/3 of their workforce is a compelling reason.

The letter that you send along to me will form the basis for a decertification at the September 24th EACC meeting. Please let me know if there are any questions or concerns.

Regards,

Annamarie Kersten  
Economic Development Incentive Program Director

Cc: Rob Anderson, Metro West Regional Director  
Economic Assistance Coordinating Council