

**MASSACHUSETTS
MUNICIPAL
ASSOCIATION**

ONE WINTHROP SQUARE, BOSTON, MA 02110
617-426-7272 • 800-882-1498 • fax 617-695-1314 • www.mma.org

November 18, 2011

Dear Chief Municipal Official:

During the last year, ABC News launched a special series, "Made In America," featuring companies whose products are made in America, creating jobs and economic growth for the American people. This has been a very popular initiative, and has increased exposure for U.S.-based firms during very difficult economic times.

At the MMA's upcoming Annual Meeting & Trade Show (January 20-21, 2012), we would like to feature a similar initiative, *Made in Massachusetts*. This pilot program will highlight Bay State manufacturing companies and the communities where they are located. The company products must be manufactured and assembled in Massachusetts. Ideally, these products would be used or consumed in the municipal marketplace, which would be a reason why the manufacturers would be interested in highlighting their Massachusetts products at our Annual Meeting. The companies will be featured in a special area of the MMA Trade Show.

To make this program a success, we need your assistance. If your community has a company that manufactures Massachusetts-made products that you think will interest our members, please fill out the enclosed form and fax it back to us by December 5th. We know this is a tight timeline, but we need time to be in touch with all companies that are referred to us. Karen LaPointe, the MMA's Advertising & Trade Show Manager, will then contact the company or companies to determine their interest. There will be no out-of-pocket expenses for the companies chosen, except for transportation of their products to Boston and into the Hynes Convention Center.

The participating companies and communities will be prominently recognized throughout the conference. Local officials from these communities will be encouraged to attend the Annual Meeting and help to promote this program.

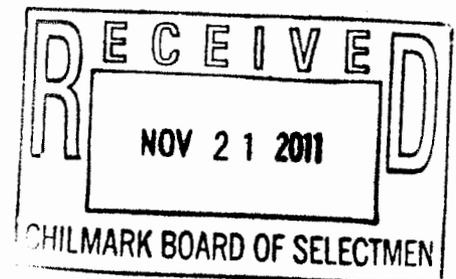
Last year's Annual Meeting was a great success and the Trade Show was our largest ever, offering innovative projects and products. This pilot initiative is designed to explore ways to enrich the experience for our member local officials, and provide a showcase for even more businesses.

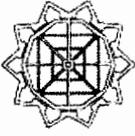
If you have any questions, please have your office contact our Trade Show Manager Karen LaPointe at the MMA office at 617-426-7272, ext. 154. We appreciate your help with the pilot program and look forward to seeing you at the Annual Meeting & Trade Show in January.

Sincerely,

Geoffrey C. Beckwith
Executive Director

Enclosure





“MADE IN MASSACHUSETTS” Program

MMA Annual Meeting & Trade Show

January 20-21, 2012

Hynes Convention Center, Boston

My Name: _____

My Title: _____

My Community: _____

I am submitting the following company to be considered for the **Made in Massachusetts** pilot program at the MMA Annual Meeting & Trade Show, January 20-21, 2012. To the best of my knowledge, all products are manufactured and assembled in Massachusetts.



Company Name: _____

Address: _____

Contact Person: _____

E-mail Address (If known): _____

Phone: _____ **Fax:** _____

Website: _____

Product(s) Manufactured:

Please submit this form by fax by Dec. 5 to: Karen LaPointe at MMA (617) 695-1314