

Bioengineering Group taps green building movement

#2 BIOENGINEERING GROUP

CEO: WENDI GOLDSMITH
 YEAR FOUNDED: 1992
 HEADQUARTERS: SALEM

NO. OF EMPLOYEES: 75
 PERCENTAGE GROWTH 2006-09: 321.36%



W. MARC BERNSAU | BUSINESS JOURNAL

Founder and CEO Wendi Goldsmith's Bioengineering Group's growth stems in part from federal contracts.

BY KEITH REGAN
 SPECIAL TO THE JOURNAL

Like many growing businesses of its time, **Bioengineering Group Inc.** found itself violently shoved off its growth trajectory by fallout from the terrorist attacks of Sept. 11, 2001.

The Salem environmental design and consulting firm saw several years of strong growth, much of it coming through federal government contracts.

"We were carrying out our vision of moving from a subcontractor into a prime contractor when suddenly all of the money was going to fight terrorists overseas and not to projects here at home," said founder and CEO **Wendi Goldsmith**.

The firm has gotten back on track in a big way, posting growth of more than 300 percent between 2006 and 2009, growing revenue to \$9 million along the way.

Bioengineering Group's workforce totals 75 people.

The new wave of growth stems in part from federal contracts once again — the firm established itself as a go-to contractor for the **Army Corps of Engineers** before Hurricane Katrina struck in 2005 and now maintains branch offices in Baton Rouge and New Orleans — but also from the green-building movement.

As developers and project owners seek to drive even more sustainability into projects, they are being forced to look beyond the building envelope to site conditions and other factors that are directly in the firm's wheelhouse.

"The degree of speed with which both the building and the general public have embraced the green movement has exceeded my wildest hopes and I believe it is here to stay," Goldsmith said. "It has allowed us to grow and gain accolades and recognition along the way. Not that many firms are out there practicing design and integrating it with science the way we do."

Projects in the Bioengineering Group portfolio include environmental reviews for the controversial Cape Wind project; input into the Frank O. Gehry-designed Stata Center at the **Massachusetts Institute of Technology**; work on the Charlestown Police station — one of the city of Boston's first LEED-accredited building projects; and sustainable design work on the International Fund for Animal Welfare headquarters building, work that earned the firm inclusion on the American Institute of Architect's list of the top green projects for 2009.

A mother of young children herself when the firm was just getting off the ground, Goldsmith tries to offer all employees the chance to strike a work-life balance.

Bioengineering Group, which has garnered awards for its flexible workdays and its encouragement of alternative-commuting options, did shed some employees after the 2001 slowdown, but is now squarely back in growth mode, Goldsmith said.

"We won a major contract earlier this year that is just in kickoff phase and we see it heading to a very robust level," Goldsmith added. "We are not only growing but we're profitable and we expect to have another year of blistering growth."

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SUPPLEMENT TO
 Boston Business Journal
 APRIL 16-22, 2010

Bioengineering Group founder and CEO, **Wendi Goldsmith**, featured in *Boston Business Journal Pacesetters* - Recognizing the region's fastest-growing private companies (ranked #2 out of 50) April 16-22, 2010



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