

MassEcon Developments

News for Members

June 2011

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Dan O'Connell,
President & CEO, Massachusetts
Competitive Partnership, speaking at
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Doug Kehlhem with the raffle winners at
MassEcon's June 9th Site Selector
Reception in New York.



The Eds, Meds, and Industry: What's Next
for this Critical Partnership?



Dear MassEcon Member,

Congrats on making it to summer! Celebrate with us at our Members Meeting and Summer Reception on July 19th featuring remarks by Marty Jones, President & CEO, MassDevelopment.

MassEcon News

May 20th Members & Board Meeting

Dan O'Connell, President & CEO of the Massachusetts Competitive Partnership gave an overview of the organization comprised of 14 Massachusetts CEOs. He outlined the four initiatives within the MACP: International Trade and Marketing, Electricity and Energy Costs, Public Benefits Reform, and Education Reform. Before opening the floor to questions, Dan spoke of the accomplishments and goals of each initiative and how the group of CEOs can help Massachusetts as a whole.

Medical Device & Manufacturing East Convention

From June 6-9th, MassEcon was in New York City for the MD&M East Convention. Doug Kehlhem represented MassEcon at the convention by walking the floor and speaking with growth companies about the sector's presence in Massachusetts. Following the convention, MassEcon hosted a ReadyMass reception for 15-20 site selectors at the Royalton New York Hotel.

MassEcon Annual Conference - The Eds, Meds, and Industry: What's Next for this Critical Partnership?

On June 17th MassEcon held its 18th Annual Conference, which gathered over 100 attendees at the Newton Marriott Hotel. The panelists included Jack Wilson, President, UMass (Moderator); David Boloker, CTO, Emerging Internet Technologies, IBM; Mark Rice, Dean, WPI Business School; Ira Rubenzahl, President, Springfield Technical Community College; and Susan Windham-Bannister, President & CEO, Massachusetts Life Sciences Center. The panelists spoke to the partnership of the higher education and health care sectors in Massachusetts. Pictures from the conference are available [HERE](#), and the executive summary will be published shortly.

BIO International Convention

MassEcon organized a booth within the Massachusetts Pavilion at the BIO International Convention in Washington DC. In addition to hosting many events within the Massachusetts Pavilion, representatives are trying to build anticipation for BIO returning to Boston in 2012. Following the convention on June 30th, MassEcon and MassBio are co-hosting a site selector reception to showcase the Life Sciences Supercluster in Massachusetts. Lynn Taylor, VP for Government Affairs at EMD Serono will discuss EMD's new LEED building in Rockland. Over 50 attendees are scheduled to attend the reception.



Dennis Fitzpatrick President, The O'Connell Companies kicking off the conference.



Jack Wilson, President, UMass, moderating the panel



Senator Scott Brown making a guest appearance at MassEcon's Annual Conference.



Susan Windham-Bannister, President & CEO, Massachusetts Life Sciences Center



call for nominations

Did you send in your nominations for the Eighth Annual Team Massachusetts Economic Impact Awards? If not, please email them as soon as possible to [John Tobin](mailto:John.Tobin@massecon.org).

Final Call for Nominations!

The deadline for nominations has passed. If you have a last-minute submission please send it to [John Tobin](mailto:John.Tobin@massecon.org) as soon as possible.

Upcoming Events

MassEcon Summer Reception July 19th

Place: Goulston & Storrs, 400 Atlantic Ave, Boston

Time: 3:30-4:30pm Members Meeting

4:30-6:30pm Reception

Featured Guest: Marty Jones, President & CEO, MassDevelopment

RSVP to [Avery Cullinan](mailto:Avery.Cullinan@massecon.org)

Economic Impact Awards Finalist Reception September 14th

Place: UMass Club, 255 Franklin St, Boston

Time: 4:00-6:30pm

Special Guest: Greg Bialecki, Secretary, Executive Office of Housing and Economic Development

*This event is open to finalists and sponsors only. If you are interested in becoming a sponsor for the Economic Impact Awards, please contact [Susan Houston](mailto:Susan.Houston@massecon.org).

Projects

#2461: MassEcon and MOBD are working with an international aquaculture company seeking 20-acres for a salmon farm. Access to seawater for intake is required to supply the fish pools. Sites in the SouthCoast, Plymouth, and Quincy have been identified. Other sites within the NorthEast coastal region of the U.S. are also being considered. *Notes: This is one of the first projects MassEcon has worked on the requires Agricultural zoning.*

#2462: MassEcon, MOBD, and MassDevelopment are working with a Cambridge-based robotics company seeking to buy a 15,000-20,000 SF building within a 2-mile radius of its current location. It is important to the company to be located within walking distance of a Red Line T-stop to meet the commuting needs of its existing workforce. *Notes: Most Cambridge-based employers emphasize the importance of access to public transportation when they contact MassEcon for site selection assistance.*

#2463: MassEcon and MOBD are working with an out-of-state battery cathode materials manufacturer. The company is looking to lease a 12,000 SF facility for a pilot plant. The company's manufacturing equipment requires a ceiling height between 25-40 feet. Greater Boston and Worcester are being considered as potential locations. *Notes: In order to meet the ceiling height requirement, MassEcon is searching for larger industrial facilities suitable for multiple tenants.*

#2464: MassEcon was contacted directly by an in-state photovoltaic solar farm developer that needs 40 acres in central or western Massachusetts. In order to contribute to the grid sites located near high tension; power lines are preferred. The developer will consider brownfield sites. *Notes: MassEcon has seen an increase in site searches for solar farm use. Regions outside the I-495 corridor typically make the most sense from a land cost perspective.*



Thank you to our Summer Reception Sponsors



Connect with MassEcon through these social media outlets.



If you would like to tape a 15 minute interview on MYOB Radio to talk about a project or company that you are working with, please contact [Avery Cullinan](#).

Ask The Expert [Colin Angle](#)



* Please contact [Doug Kehlhem](#) for more information.

Member News

Thank you to **VHB**, **Team New England**, **Dacon Corporation**, and **SouthCoast Development Partnership**, for teaming up with MassEcon for its June out-of-state business recruitment receptions.

Welcome to **Aleta Fazzone** of National Grid, who was recently voted to replace John Isberg on the MassEcon Board, and thank you to **Fred Mulligan** who has assumed the position of Treasurer. Best wishes to John in his new post in Rhode Island.

On May 21st, the Executive Office of Housing and Economic Development partnered with the Metropolitan Area Planning Council, the Central Massachusetts Regional Planning Commission, the MetroWest Regional Collaborative, the **495/MetroWest Partnership** and Mass. Audubon to discuss the preparation of a comprehensive land use and development plan for the 495/MetroWest region. Click [HERE](#) to learn more.

Bill Kane, Senior Director at **BioMed Realty Trust** will be a Featured Speaker at Biznow's Boston Life Sciences Summit on July 20th. Click [HERE](#) for more information.

Campanelli(now newly branded) hosted its 39th Annual Golf Tournament on June 13th. All benefits of the tournament went to Friends for LIFE Neuroblastoma Research.

Boston's **CresaPartners** was recognized for the third year in a row as one of the nation's Top Brokerage Firms by the CoStar Group.

Congratulations to Chief Legal Counsel David Mackey, who has been named Interim CEO of **Massport**.

National Grid, **Western Massachusetts Electric Company** and **Unitil** issued crews to restore power to 38,000 customers in Western Massachusetts after the devastating June 1st tornadoes.

As of July 1, William Geary and Deborah Manus will lead **Nutter McClennen & Fish LLP** as co-managing partners.

Ozzy Properties announced that five companies have signed leases totaling more than 20,000 SF at its Dundee Park facility. Click [HERE](#) to read more.

Right Management recently contributed four chapters to McGraw-Hill's *The Talent Handbook*. The chapters were entitled: *Creating a Culture of Success*, *Using 360-Degree Feedback for Talent Development*, *Employee Engagement and Talent Management*, and *Making Outplacement Part of Your Strategy*.

Vanasse Hangen Brustlin sponsored, exhibited and presented at ACT's New England Sustainable Transportation Summit on June 7th. Senior Project Manager, Kim Lundgren and Transportation Engineer, Albert Ng of VHB participated in the Climate Change panel.

Staff in Action

Susan Houston spent much of June coordinating with the Eds & Meds panel for MassEcon's 18th Annual Conference. Susan and Bob Brustlin have also met with MassDevelopment's new CEO, Marty Jones to ensure coordination between the two groups, and she and Doug are working with Edgar Alejandro and Dave Driver to plan

ASK THE EXPERT
Colin Angle, CEO, iRobot
Click [HERE](#) to ask Colin a question.

business development initiatives for Fiscal 2012. She is also in the midst of reviewing candidates to replace Mary Duggan and welcomes member recommendations for this [position](#).

Doug Kehlhem has been traveling out-of-state for the majority of June. He kicked off the month in New York for the MD+M East Convention where he walked the floor and hosted a reception for site selectors in the evening. Doug is currently in Washington DC for BIO International where he is hosting a booth within the Massachusetts Pavilion.

Mary Duggan has been working with colleague Doug Kehlhem on MassEcon's two out-of-state site selector receptions this June. She was also heavily involved in planning the June 17th Annual Conference. Mary will be moving on from MassEcon in the beginning of July to take a Communications Analyst position at ICIC - Initiative for a Competitive Inner City. She hopes to stay in touch with the MassEcon membership and can be reached at maryeduggan@gmail.com. *(Executive Director's Note: Thank you for everything, Mary, and we wish you the best!)*

John Tobin & Avery Cullinan are interning at MassEcon this summer. John is a senior at Mary Washington University majoring in Economics. He interned at MassEcon last summer and is experienced in the Economic Impact Awards nomination process. If you have questions about nominations or the awards event, feel free to [contact John](#). Avery is a junior majoring in Marketing at Wake Forest University. [Avery](#) will be the key contact for MassEcon's upcoming Summer Reception.



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MassEcon is a private non-profit partnership of business and government dedicated to retaining and fostering economic growth in the Commonwealth of Massachusetts.

If you have information for this newsletter, please contact Mary Duggan at mduggan@massecon.com or (781) 489-6262 x 13