

MassEcon Developments

News for Members

March 2011

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(from left to right) Dave Driver, Northeast Utilities, Doug Kehlhem, MassEcon and Mike Graney of Western MA EDC at the SPIE Photonics West trade show in San Francisco.



Alan Clayton-Matthews presenting to MassEcon Members about the 2011 Transitioning MA Economy

Medical Device Industry Roundtable
March 2nd



in Andover

Dear MassEcon Member,

We look forward to seeing you at our next Members Meeting on March 25th. Also, if you have not yet RSVP'd for the MassEcon Corporate Welcome Reception on March 30th, click [HERE](#).

MassEcon News

Photonics Trade Show

MassEcon teamed up with Western Mass EDC, WMECo., and Northeast Utilities to travel to San Francisco and meet with photonics companies attending the SPIE Photonics West trade show. The business recruitment team sat down with about 20 growth companies with an interest in learning about the Commonwealth's assets, and in particular, those of Western Massachusetts. The team is following up with several of the companies about potential moves to Massachusetts. One of the photonics companies from the show - **Xenics USA** - will be recognized at the March 30th Corporate Welcome Reception for its new location in Beverly.

2011 Economic Outlook

On February 4th, Alan Clayton-Matthews, an economist at Northeastern University and forecast manager for the New England Economic Partnership, made a presentation on the 2011 Economic Outlook entitled "[The Transitioning Massachusetts Economy](#)." Alan predicted that the rate of job growth in 2011 will replicate the 1.1% fourth-quarter to fourth-quarter increase seen in 2010. The rate of growth is then expected to accelerate to 2.4% in 2012 and finally reach its pre-recession level in the beginning of 2013. Click [HERE](#) to read the Worcester Business Journal's coverage of Alan's presentation.

Medical Device Industry Roundtable

On March 2nd, MassEcon presented a roundtable on the Medical Device Industry in Massachusetts at Smith & Nephew Endoscopy in Andover. MassEcon Members were able to gain insight into the industry from key resources: Caleb Winder, Director, **Excel Venture Management**; Lori Lazzara, General Manager of Next Generation Systems, **Philips Healthcare**; Michael Frazzette, President, **Smith & Nephew Endoscopy**; and Tom Sommer, President, **MassMEDIC**. The Executive Summary of the roundtable will be published shortly.

2011 Committee Updates

- **Location Support** - next meeting -April 27th 12-2pm at Richards Barry Joyce & Partners, 53 State Street
 - MarketReady Property Evaluation Meeting** - April 27th, 9:00-12:00, Richards Barry Joyce & Partners, 53 State Street
- **Marketing & Membership** - next meeting - April 8th 12:00-1:30pm at KPMG, 60 South Street, Boston



Linda Lukas of SMMA with Martina Toponarski of the BRA



Allan Benowitz of Right Management with Lori Lazzara of Philips Healthcare

Thank you to



for hosting the Third Annual Corporate Welcome Reception



News from State Partners

Massachusetts government officials and business leaders are currently traveling to Israel and the UK for an Innovation Economy Partnership Trade Mission.

Click [HERE](#)

for the story.



Connect with MassEcon through these social media outlets.

- Programs & Events - next meeting - TBD
- Government Affairs - next meeting - TBD

[Full descriptions of the committees.](#)

MassEcon has begun its committee work for 2011. If you would like to join a committee or attend a meeting, please contact [Mary Duggan](#).

Upcoming Events

Members & Board Meeting

March 25th

Featured Topic: *New Initiatives Marketing Massachusetts*

Kofi Jones, Executive Director, Commonwealth Marketing Office

Time: 8:30-9:00 Networking

Time: 9:00-10:00 Presentation & Q+A

Time: 10:00-10:30 Members Business Meeting

10:30-11:30 Board Meeting

Location: [200 Friberg Parkway, 2nd floor conference room, Westborough](#)

Corporate Welcome Reception

March 30th

Time: 5:30-7:30pm

Location: Citizens Bank, 28 State Street, 38th Floor, Boston

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

To Welcome: Alliance Medical Gas, Altaeros Energies, Backupify, Evaluate Pharma, Hitpoint Studios, IntegraGen, Mobile Monitor Technologies, MoJo (Moms & Jobs), Nemucore Medical Innovations, Sand9, Sunovion, TPI Composites, Xenics USA.

[Click HERE to RSVP](#)

Renewable Energy Industry Roundtable

April 29th

Location: TBD

MassEcon is looking for a sponsor to host this event. If you are interested in hosting the roundtable, please contact [Doug Kehlhem](#). The invitation for this event will be issued shortly.

Projects

#2428: MassEcon was contacted by the Massachusetts Office of Business Development ("Project Blade") to help a company looking to lease 30,000 SF for a manufacturer of small wind turbines. The company is considering Massachusetts for its headquarters/R&D/pilot manufacturing facility. Two-thirds of the space would accommodate corporate, administrative, engineering, and inside sales. The remaining one-third would house pilot manufacturing and warehouse activities. The company identified specific communities: Woburn, Burlington, Waltham, Dedham, Watertown, East Cambridge, and Somerville.

Notes: *The state has been exploring the renewable energy sector and MassEcon has seen an uptick in solar and wind business requests. Creating a cluster of businesses in Massachusetts - from R&D to manufacturing - can help other businesses in the state lessen their utility costs.*

#2431: MassEcon was contacted by one of its members to do a search for 20+ acres of land to buy for an out-of-state solar farm company. The site must be zoned industrial. Responses are needed as soon as possible and



the site search is statewide. *Notes: This company was active last year and toured sites in Western Massachusetts. The Western Mass EDC had dealings with the company until it turned its attention to sites in New Jersey. It's good to see the company coming back to consider Massachusetts again. Hopefully its expectations of land site costs are in line with the marketplace.*

#2435 - Project Ram: MassEcon was contacted by an in-state location consultant interested in purchasing a 20,000 - 30,000 SF building (single tenant) with expansion to 50,000 SF for light manufacturing. The company will also consider greenfield sites 3-7 acres; however, the existing building should have 18' ceilings, 1-2 docks, commercial/industrial zoning, and municipal sewer preferred. The company will consider sites in Worcester, Charlton, Oxford, Webster, Sutton, Millbury, Grafton, Auburn, Northbridge, Douglas, Shrewsbury, or Spencer. *Notes: MassEcon often finds that with an in-state consultant and the identification of specific communities, the company is already located within the state and not coming from a neighboring state.*



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 [Mary Duggan](#).

#2436: MassEcon was contacted through its website by an Austin, Texas-based solar energy developer and services company seeking land and commercial building owners that are interested in hosting a solar energy generation facility on their property. The company is seeking 2.5-8 acre sites or large roofed structures to develop small to medium sized independent generation facilities at no cost to the host. The company wishes to purchase land or execute long-term ground lease for its facilities across the Commonwealth or contract discount electricity to host facilities. *Notes: Since the company was looking for partners, the client was comfortable with sending his contact information out to subscribers of the Bulletin. If any MassEcon Members are interested in speaking with the client, his contact info is: Chris Regan, MassElectron and Entero Energy, 617-301-9014, chris@massppa.com.*

Member News



Chris Steele of CWS Consulting Group LLC is completing a research project for the national Transportation Research Board. The report will be published nationally this summer and will inform public sector officials on how freight facilities work and can be part of a business attraction strategy. Click [HERE](#) for a brochure on the study.

495/MetroWest Partnership will be holding an Energy Forum on March 18th at Framingham State University. Attendees will receive a copy of the Partnership's newest report *Lighting the Way: A New Era of Clean Energy Solutions*. John Ziemba from **Bowditch & Dewey** and Kim Lundgen from **Vanasse Hangen Brustlin** will be among those speaking on the forum panel. Contact Jessica Strunkin at (774) 760-0495 x 103 to register.

Congratulations to Marcy Reed who was recently named President of **National Grid, Massachusetts**.

The Western Massachusetts Economic Development Council is holding a 2011 Logistics Conference in conjunction with the Associated Industries of

Massachusetts (AIM) on March 29th in Springfield. The conference will feature a keynote address by Curtis Spencer, President & CEO of IMS Worldwide, as well as a panel discussion featuring, among others, **Massport**, **CSX**, and **Pioneer Valley Railroad**. Click [HERE](#) for the invitation.

Congratulations to MassEcon Board Members David Begelfer, **NAIOP MA** and Jerry Sargent, **Citizens Bank**, for representing Massachusetts during the Innovation Economy Trade Mission to Israel and the UK. Click [HERE](#) for David's political notes from Israel.

Thank you to **Dacon Corporation** for co-sponsoring a MassEcon business recruitment site selector reception in New York City.

Newmark Knight Frank will be joining MassEcon at the 2011 BIO International Convention in Washington D.C.

Congratulations to Lisa Nickerson and Alyson Quinby for joining the **Campanelli** team as Senior Director of Marketing & Business Development and Marketing Business & Development Coordinator respectively. Also congratulations to Campanelli Companies partner, Dan DeMarco, who will be honored at the South Shore YMCA's 15th Annual "A Taste of the South Shore" event for his charitable contributions to the community. Click [HERE](#) for more information on the event.

Staff in Action

Susan Houston has been working with MassEcon's newly formed Government Affairs Committee to strengthen MassEcon's relationship with the public sector. As part of her work, Susan has been meeting with local freshmen senators and representatives to introduce them to MassEcon's services. In addition to representing MassEcon at the MTLA Annual Meeting, the LaWare Forum, and the 495/MetroWest Partnership Board this month, Susan planned and executed the Medical Device Roundtable, MassEcon's first roundtable of 2011.

Rob Anderson was able to get out of the office to various part of the state in February and early March. Rob did a site tour of One Beacon's property at 150 Royall Street in Canton, met with member prospects, attended the MassEcon Medical Device Roundtable, and attended an IBM event on a cloud computing: Winning in the cloud with IBM. Rob is now working with IBM on a joint program to be held at IBM's Innovation Center in Waltham. Rob also swung by the 495/MetroWest Partnership's Annual Appreciation Reception because there ain't no party like a 495 party.

Doug Kehlhem has been collaborating with state partners in planning Massachusetts' presence at the 2011 BIO International Convention. He is also planning MassEcon's Renewable Energy Roundtable and other in and out-of-state business development initiatives. If you are interested in working with MassEcon on one of these [initiatives](#), please contact Doug.

Mary Duggan has been coordinating with companies and attendees in preparation for March 30th's Corporate Welcome Reception. She has also been trying to build visibility of the MassEcon network. MassEcon is now official partners with the Stay In MA initiative and MYOB Radio. If a MassEcon member is working with a private sector company and would like to talk about a project or collaboration on MYOB Radio, please contact Mary.



MassEcon

Location is everything.

Massachusetts
It's all here.™

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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