

Mid-Year Report: January 1, 2011-June 30, 2011

DECISION SUPPORT TO EXPANDING AND RELOCATING COMPANIES

- MassEcon provided customized support to **40** companies that were associated with approximately **2600** jobs; Customers of MassEcon's Site Finder Service sought **1.7 million** SF of space and **200** acres of land. Keltron Corporation (Waltham) and Radisens Diagnostics (Boston) made commitments to expand.
- 12 MassEcon members volunteered services that included mapping, architectural and construction expertise, and research, providing these services to MassEcon customers considering MA as expansion location.

MASSECON CONFERENCES AND FORUMS

- Hosted Annual Conference, *The Eds, Meds, and Industry: What's Next for This Critical Partnership?* featuring executives from **University of Massachusetts, WPI, Springfield Technical Community College, IBM and Massachusetts Life Sciences Center.**
- Hosted member meetings with featured speakers including:
 - **Alan Clayton-Matthews**, Professor and Director of Quantitative Methods in the School of Public Policy and Urban Affairs, Northeastern University
 - **Ted Carr**, Executive Director, Massachusetts Office of International Trade & Investment
 - **Dan O'Connell**, President & CEO, Massachusetts Competitive Partnership
- Provided members with peer expertise through MassEcon Roundtables:
 - *Medical Device Roundtable* hosted by Smith & Nephew Endoscopy – Presentations by **MassMEDIC, Smith & Nephew, Philips Healthcare, Excel Venture Management**
 - *Renewable Energy Roundtable* hosted by **DLA Piper** – Presentations by **Massachusetts Clean Energy Center, A123 Systems, Qteros, Nexamp, and EnerNOC**
- Co-hosted with member **IBM** and Accounting Management Solutions *Connecting Companies with Capital: Driving Jobs and Growth* at IBM Innovation Center in Waltham

MASSACHUSETTS AMBASSADORS

- Held Third Annual **Corporate Welcome Reception** at Citizens Bank in Boston. MassEcon and Secretary Bialecki welcomed executives from **Alliance Medical Gas Corp., Altaeros Energies, Backupify, Evaluate Pharmaceuticals, HitPoint Studios, IntegraGen, Mobile Monitor Technologies, Moms and Jobs, Nemucore Medical Innovations, Sand9, Sunovion Pharmaceuticals, TPI Composites, and Xenics USA** as new additions to the Commonwealth's business landscape.
- Established relationship with **Massachusetts Technology Leadership Council** for recruiting Ambassadors
- Added **Harpoon Brewery, St. Gobain, and Onyx Specialty Papers** to Ambassador roster

BUSINESS DEVELOPMENT - TRADE SHOWS & SITE SELECTOR RECEPTIONS

- **CoreNet Global Summit in Chicago** with Team New England
- **SPIE Photonics Convention in San Francisco** with Western Massachusetts
- **BIO International Convention in Washington, DC** with Massachusetts Business Resource Team
- **Medical Design and Manufacturing (MD&M) East Conference in New York** with Team New England
- **Site Selector Reception in New York** hosted by MassEcon
- **Site Selector Reception in Washington, DC** hosted by MassEcon and MassBio

READYMASS INITIATIVE

- Through work of Location Support Committee, conducted outreach and selected 9 new properties for MarketReady status. Properties are posted at www.massecon.com/readymass.
- Showcased properties at site selector forums

REGIONAL & LOCAL PARTNERSHIPS

- Appointed by Senator Rodrigues to serve on steering committee for South Coast Life Sciences Day
- Serve on board of New England Economic Partnership
- Serve on board of 495/MetroWest Partnership
- Participate in Economic Development Partnership meetings in Western Massachusetts

MARKETING & SOCIAL MEDIA

- Expanded Twitter following from 280 to 700
- Serve as board member of Massachusetts Marketing Partnership
- Established partnership with MYOB radio to enable MassEcon members and their clients to secure radio interviews
- Established partnership with *Stay in MA* initiative for MassEcon events

NEW MEMBERS IN 2011

- 1 Berkshire, IBM, MetLife, Abel Womack, Eastern Bank, Sovereign Bank, Verrill Dana, MassMEDIC

COMPANIES SERVED

