

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
 - o 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 Masschusetts 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 <u>www.massecon.com/readymass</u>.
- Showcased properties at site selector forums

REGIONAL & LOCAL PARTNERSHIPS

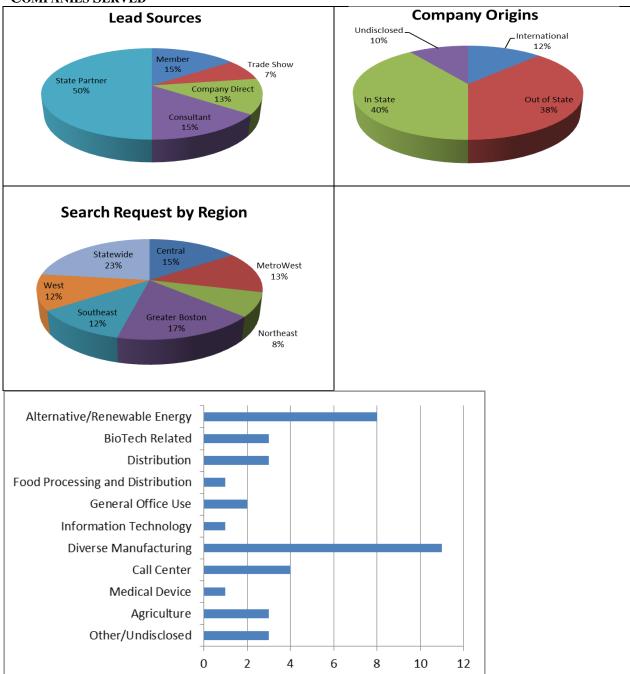
- Appointed by Senator Rodrigues to serve on steering committee for South Coast Life Sciences Day
- Serve on board of New England Economic Partnership
- Serve on board of 495/MetroWest Partnership
- Participate in Economic Development Partnership meetings in Western Massachusetts

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