



MassEcon Developments

News for Members

April 2014

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MassEcon News

Sixth Annual Corporate Welcome Reception

The Sixth Annual Corporate Welcome Reception was a huge success as MassEcon welcomed [18 companies](#) new to Massachusetts. Thank you to our members, to our host Genzyme, for providing us with a beautiful space; and to WinterWyman for sponsoring the event. Check out [photos](#), [videos](#), and [press coverage](#) from the event.

March Members Meeting

MassEcon held its second Members Meeting of the year in late March with speaker Lisa Strout, Director of the MA Film Office. Lisa gave a great presentation on the impact of the film industry on the Massachusetts economy and the factors that influence filming location decisions. If you missed the meeting, check out Lisa's [presentation](#) and our [blog post](#).

2013 Annual Review: Celebrating 20 Years

Our 12-page annual review is now available in print and online. Click [here](#) to view the online edition, which includes a recap of MassEcon's activity in 2013 as well as a look back at the organization over the last 20 years.

MassEcon is Hiring!

MassEcon is actively seeking a Marketing Communications Coordinator. Please check out the [job description](#) and distribute to your network. For any questions, please contact [Susan Houston](#).

MassEcon on the Road

In March, MassEcon organized a delegation of members and sponsors that hosted a suite for Chicago area site location consultants at the Chicago Bulls v. Boston Celtics game at the United Center. Sixteen Chicago area site location consultants attended from firms including Deloitte Consulting, Cresa, Colliers International, DTZ, Cushman and Wakefield, Pilewski and Associates, and Szatan Associates. MassEcon members, **David Connolly from Hinckley Allen** and **Ted Fire of Patriot Place** attended as Ambassadors to assist the team. Thank you to the sponsors, **Tim Cummings the Executive Director of the Marlborough EDC** and City of Marlborough Mayor Arthur Vigeant.

In June, MassEcon is hosting a reception in NYC to introduce site location consultants to Massachusetts. This event will be held during the week of June 9th in connection with the Medical Device & Manufacturing East trade show. **Thanks to event sponsors Marlborough EDC, Hinckley Allen, and VHB!** For more information, please contact [Doug Kehlhem](#).



Executives from 18 companies new to Massachusetts at the Sixth Annual Corporate Welcome Reception.



Genzyme CFO Marc Esteva with Secretary Bialecki at the Sixth Annual Corporate Welcome Reception.



MassDevelopment CEO Marty Jones with MassEcon Chairman Fred Mulligan at the Sixth Annual Corporate Welcome Reception.

Upcoming Events

May Members Meeting

When: Friday, May 16, 8:30-10:30am

Where: IBM Innovation Center - 1 Rogers Street, Cambridge

Featured Speaker: Patricia Flynn, Professor of Economics and Management at Bentley University and Board Member, Massachusetts Technology Collaborative

Topic: Massachusetts Innovation Economy Annual Index

[Register](#)

Annual Conference

Topic: ReadyMass 100: Prime Properties, Prime Communities, Prime Companies

When: Friday, June 20

Where: Newton Marriott Hotel - 2345 Comm. Ave, Newton

Stay tuned for registration details.

Member News



MassEcon Members Penny Garver of Santander and Bill Harris of Perkins+Will with MassEcon Executive Director Susan Houston at the Sixth Annual Corporate Welcome Reception.

Join **WPI** and **NASA** for TouchTomorrow 2014. On Saturday, June 14, the WPI campus will once again be packed with enthusiastic visitors celebrating science, technology and robots! In the midst of the prestigious NASA Sample Return Robot Centennial Challenge, WPI will transform its campus into a family-friendly festival of hands-on technology and exhibits. Last year's event attracted over 10,000 guests. To learn more visit their [website](#) or send them an [email](#).

Join **SouthCoast Development Partnership** for a Life Science Reception on April 29th at the UMass Club in Boston. The event will feature Fritz Bittenbender, EVP of the Biotechnology Industry Association, who will discuss the upcoming BIO International 2014 Conference and the future growth of the biotech sector in the US. To learn more about the event and to register, click [here](#).

Congratulation to **Transwestern RBJ** partners Jonathan Varholak and Ron Friedman, who recently received the Commercial Brokers Association's "Suburban Office Deal of the Year" award for their work representing Normandy Real Estate Partners in a 280,900-square-foot lease with TripAdvisor at Center 128 in Needham.

Sasaki Associates recently converted a portion of Boston's City Hall into a collaborative workspace for employees of Boston's Environment Department. The design is aimed at building a stronger workforce community, offering more access to natural light and additional health benefits. Check out the space [here](#).

Perkins+Will and partner **Bill Harris** were recently recognized by the Boston Business Journal for the collaborative laboratory spaces the firm has completed in Cambridge. Companies they've worked with include: Biogen Idec, Sarepta Therapeutics, Merrimack Pharmaceuticals and the Broad Institute. Learn more [here](#).



MassEcon members Greg Buscone of RBS Citizens, Joseph Holland of Eastern Bank, and Chuck Dwyer of Middlesex Savings Bank at the Sixth Annual Corporate Welcome Reception.

Campanelli has been selected to renovate the future home of O'Reilly Auto Parts in Devens. Campanelli will undertake interior renovations to convert the building into a specialized automation distribution center. O'Reilly is relocating its Northeast distribution center from Lewiston, Maine, to Devens, and expects to employ 300 to 500 at the new site within five years.



Thank you again to our host



Thank you again to our sponsor



2013 Annual Review: Celebrating 20 Years



Click [here](#) to view the report.



ReadyMass 100
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Santander and the Greater Boston Chamber of Commerce recently hosted their 14th annual meeting for the business community focused on the region's economic outlook. Attending corporate executives and business owners were surveyed regarding their expectations for the local economy and plans for their businesses. Among the result: 82% of business leaders said they plan to expand their business in the year ahead. Click [here](#) to see more results.

Congratulations to **NAI Hunneman** and **Transwestern RBJ** for being named among the "Largest Commercial Real Estate Firms/Selling Brokers" by the Boston Business Journal. The rankings were based on total square footage sold in Massachusetts in 2013.

IBM recently hosted an interactive panel discussion on Watson and its capabilities. Among the panelists at the event were Sandy Carter, GM - IBM Ecosystem Development and Stephen Gold, VP - Watson Ecosystem & Market Development. Click [here](#) to learn more about how industries of all kinds are using Watson to their benefit.

Please send [Samantha Lordi](#) your member news!

Projects

#2638

MassEcon is assisting a Chicago-based site location consultant representing an Israeli software technology company with more than 25 years of development and implementation of workforce management solutions. MassEcon is setting up interviews with major manufacturers in Massachusetts to help the client company understand workforce related approaches, methodologies, and data points so they can align next generation software for release into the market in 2015.

Note: Upon successful understanding of the market needs, the company will potentially consider U.S. based operations in the coming years.

Update: The client team had a successful visit to Massachusetts and met with AccuRounds, Heat Trace Products, Mestek, Friendly's Corporation, and Lenox Tools. Thanks to all these companies for their time. Also, thank you to AIM and the EDC of Western Massachusetts for assisting MassEcon with scheduling interviews.

#2643

MassEcon is working with MLSC, and MOBD in assisting a life sciences company with operations in Massachusetts. The company will be consolidating four national locations into two and will need 150,000 SF of office/lab space and 70,000 SF of manufacturing space, within the same facility or on the same campus. Total new employment is anticipated to add 200 new employees in Massachusetts. **Note: MassEcon member, Newmark Grubb Knight Frank, has been assisting the team with real estate options, labor market information, and commuting time data so the company can evaluate multiple regional markets in Massachusetts.**

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



MassEcon

Location is everything.

2014 Calendar Highlights

Friday, May 16
Members Meeting

Friday, June 20
Annual Conference

Wednesday, July 16
Summer Reception

Tuesday, September 16
Finalists Reception

Wednesday, September 24
Members Meeting

Tuesday, November 25
Economic Impact Awards

Thursday, December 11
Annual Meeting & Holiday Lunch

Get Connected with MassEcon



Staff in Action

Susan Houston recently participated in an executive roundtable at IBM's Innovation Center, hosted by IBM's General Manager Sandy Carter. Among the 20-plus participants were the heads of the MA Technology Leadership Council, the Capital Network, and Constant Contact's InnoLoft. Susan also participated in the state's Annual Economic Development Summit and looks forward to representing MassEcon at the Advanced Manufacturing Summit at the end of April.

Doug Kehlhem recently traveled to Chicago for a site selector reception hosted by MassEcon and sponsor Marlborough EDC at the Chicago Bulls vs. Boston Celtics game. Doug had an opportunity to speak with sixteen Chicago area site consultants about the advantages of doing business in Massachusetts and the Ready Mass 100.

Samantha Lordi deserves our thanks as she prepares to leave MassEcon for an opportunity with a start-up company in Boston. Her work over the past five months has made a lasting impact. Just this month, Samantha produced the Corporate Welcome Reception, prepared our annual report for publication, and hired our summer intern and Northeastern co-op student (among many other activities!) . We will miss Samantha, wish her well, and are actively seeking her replacement. To see the job description, click [here](#).

Melissa Fu was also hard at work helping to prepare for the Corporate Welcome Reception. Melissa was responsible for assisting with invitations and event outreach, and created all of our signage for the event. Melissa has also been key to helping us maintain our strong social media presence, and has been actively tracking our ReadyMass 100 news mentions.



MassEcon

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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.