



MassEcon

Location is everything.

November - December
2010

News Update for Members

MassEcon News



Wyc Grousbeck presenting a Celtics jersey to Governor Deval Patrick at the *Team Massachusetts Economic Impact Awards!* Click [here](#) for more pictures.

Seventh Annual Team MA Economic Impact Awards Luncheon

Nearly 400 attendees from across the state came together with MassEcon to honor the winners of the Seventh Annual Team Massachusetts Economic Impact Awards at a luncheon at the Seaport Hotel in Boston on November 23rd. Governor Deval Patrick and Wyc Grousbeck, Managing Partner and CEO of the Boston Celtics, were on hand to speak and congratulate the winners. "The companies celebrated by MassEcon today represent the innovative spirit and the rich diversity of industries we have in the Commonwealth," said Governor Deval Patrick. In addition to the Gold, Silver, and Bronze winners from each region, MassEcon also presented three unique awards: the Local Icon Award to Harpoon Brewery; the Community Leader Award to Heywood Hospital; and the Chairman's Award to both National Grid and Western Massachusetts Electric Company. To view **pictures** from the event, click [here](#).

VC Professionals Look to Capitalize On A Recovering Economy

MassEcon VC Roundtable, hosted by Nutter McClennen & Fish

Alex Glovsky, Partner at Nutter McClennen & Fish; Jon Karlen, Partner at Flybridge Capital Partners; John Harthorne Founder and CEO of MassChallenge; and Jack McCullough, Client Relations Director at KPMG headlined MassEcon's Venture Capital Roundtable discussion. The panel brought years of expertise and insight to offer various perspectives on issues surrounding the venture capital industry. A group of 20 MassEcon Members peppered the panelists with questions regarding the status of venture capital and the future of the industry. Click [here](#) to read the **Executive Summary**.



John Harthorne, CEO, MassChallenge speaking at the VC Roundtable. Click [here](#) to read the Executive Summary.

Welcome IBM as MassEcon Sponsor

MassEcon welcomes IBM as a sponsor of MassEcon and looks forward to the company's participation in MassEcon activities. Joe Perry, Regional Innovation Center Manager, will be representing IBM.



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CALENDAR

**December 10
Annual Holiday
Luncheon**

MassEcon Events of Note

MassEcon Annual Meeting & Holiday Lunch

December 10, 2010

UMass Club, Boston ([225 Franklin St](#))

10:30am Board Meeting

11:30am Members Meeting

12:00pm Holiday Lunch

[Click for Event Registration](#)

Featured Speaker

Scott Griffith

CEO

Zipcar

Members and Board Meeting

Date: **January 21, 2010**

Featured Topic: *State of the State's Economy*

Professor Alan Clayton Matthews, Northeastern University

8:30-9:00am Networking, 9:00-10:00 Speaker & Q+A, 10:00-11:00 Business Meeting

Location: 200 Friberg Parkway, Westborough



Holiday Lunch 12/10 with
Keynote Address from Scott
Griffith, CEO, Zipcar. Thank
you to the Holiday Lunch
sponsor

CresaPartners

Project Updates

#2408: MassEcon was contacted by the Massachusetts Office of Business Development to work with a plastics company that needs to **buy** a 15,000-20,000 SF facility with 18-24 foot ceilings in the northeast region of Massachusetts. Requirements for the company are relatively vague other than the facility needing access to town/city sewer. *Notes: This is not a new company for MassEcon. Back in September 2007, MassEcon performed a similar search for the company (project #2124). The company was hit by the economic downturn, but it is encouraging to see that they're back looking to expand.*

#2411: The Massachusetts Office of International Trade and Investment – through their German office – contacted MassEcon to perform a search for an international company that has operations in Rhode Island. The manufacturer is looking for a 12,000-15,000 SF facility within a 15-mile radius of Uxbridge. The facility requirements include 20'-25' ceiling heights and 2 loading docks. *Notes: MassEcon has noticed that there have been a couple of Rhode Island-based manufacturers that have been considering Massachusetts lately. In talking with one of their CEOs, some of the issues that are making them consider the move – a move that isn't normally made – is RI's tax structure, health care options (there are very few), and an unwillingness of the state government to participate with the companies on a job creation basis. Massachusetts seems well positioned to respond to these issues with the state's Business Resource Team and MassEcon.*

#2415: MassEcon was contacted by a site location consulting team based in Toronto and Chicago that is representing a biomaterials/biotech manufacturing company, searching for a viable facility and community to support their expanding manufacturing operations, with U.S. investment to be made in 2011. The facility will be 35,000-60,000 SF (expansion to 120,000 SF) a combination of office, laboratory, and production space compliant with Good Manufacturing Practice (GMP) and standards for Active Pharmaceutical Ingredients (API) and within a 2-hour drive of Boston. *Notes: MassEcon is submitting to the consulting team information regarding available real estate, existing employers, wages, and incentives.*

#2417: MassEcon was contacted by the Massachusetts Office of Business Development to perform a search for a baking company seeking a 15,000 - 30,000 SF facility to lease in eastern Massachusetts, north of Boston. The company would prefer to be on one floor with 10,000 - 15,000 SF of food manufacturing space, 5,000 - 10,000 SF warehouse space, and 2-4 loading docks. Prefer open space and need floor drains. A current food production facility is preferred. MassEcon performed a search and sent out a Bulletin. *Notes: Although Massachusetts isn't the agrarian economy it once was, the food and beverage production industry in Massachusetts does have its successes; Harpoon Brewery in Boston was just honored at the Team Massachusetts Economic Impact Awards, and two other food producers (Tribe Mediterranean Foods and Jessica's Brick Oven) were also finalists in the competition. Access to water, an able workforce, and strong distribution channels are key for these industries, and Massachusetts has all three, which is one of the reasons why these companies have expanded.*

Ask the Expert!

Ask The Expert **David Theriault**



Manufacturing in MA

Visit the MassEcon ReadyMass portal to see our latest featured Expert, **David Theriault from Elite Envelope & Graphics, Inc.**, a company founded in December of 2003. Since then, David has served as President, and the company has enjoyed steady growth necessitating the recent purchase of its 25,000 square foot manufacturing and office complex in Randolph. To hear more of the story and to ask questions [click here](#).

Member News



MassEcon Executive Committee member **Jerry Sargent** has been promoted to President of **Citizens Bank**, Massachusetts. In addition to being state president, Sargent will oversee a number of commercial business units in Northern New England. Sargent served as Chairman of MassEcon from 2007 to 2009. Congratulations Jerry! [Click here for more.](#)

MassDevelopment has issued a \$1.8M bond on behalf of Cape Ann Waldorf School in Beverly, which serves more than 130 students in nursery through grade eight. The School will use bond proceeds to purchase eight acres of land and an existing 11,000 SF office building on the historic Moraine Farm property, which will serve as its new home beginning in the latter part of the 2010-2011 school year.

Campanelli Companies has executed a 152,290 SF lease at Boston Business Park to HD Supply. HD Supply is a wholesale distribution company, providing a range of products and services to professional customers in the infrastructure & energy, maintenance, repair & improvement, and specialty construction markets. Campanelli will also complete all interior and exterior tenant improvements for HD Supply. [Click here for more.](#)

Manchester consulting engineers **Fuss & O'Neill Inc.** has expanded its services into the "green" energy sector. Newly formed Fuss & O'Neill Energy Alternatives will focus on natural gas and alternative fuel solutions for industrial and utility plants. Gas industry veterans Michael A. Nicoloro has been hired as president of Fuss & O'Neill Energy Alternatives, and Joan Fontaine will serve as vice president. Click [here](#) for more.

Staff in Action

In addition to planning for the Economic Impact Awards Luncheon, **Susan Houston** spoke at the City of Springfield Developers Conference at the NBA Hall of Fame. Over 150 professionals representing diverse companies across the state heard Susan highlight the importance of regional economic growth in the Bay State and MassEcon's ReadyMass Initiative. She also organized a Venture Capital Roundtable held at Nutter McClennen & Fish where four distinguished panelists discussed the recent developments and challenges in the VC industry with a group of 20 attendees. Susan has also been meeting with member prospects and sponsors, learning about their businesses, and educating them on the value of MassEcon.

Doug Kehlhenn participated in a series of events (Briefing Session, Site Tours, and Hospitality Event) planned by NAI Hunneman for Sojitz Corporation of America. Sojitz is representing a Chinese rail-car manufacturer that is considering three existing buildings in Massachusetts for a new assembly facility. Doug also presented to the City of Holyoke Mayor's Advisory Group at Holyoke Community College on the services of MassEcon. In November Doug worked with three key prospects considering locating in Massachusetts: a biomaterials/biotech manufacturer, a medical device packaging company, and a data center requirement. Two of these previously mentioned companies have operations outside the United States.

Rob Anderson got his groove back in November, spending the month juggling 10 projects for companies looking to expand or relocate to Massachusetts. He's definitely seen an uptick in business through MassEcon's door! But that doesn't mean he's sitting behind his desk all the time. In November (in addition to the Economic Impact Awards) Rob made presentations to the in the City of Franklin and a Regional Transportation Advisory Council freight committee meeting, and networked with Italian businesses at an event set up by Christa Bleyleben from MassGlobal Partners.

Even though she is still wrapping up the takeaways from the Economic Impact Awards Luncheon, **Mary Duggan** has found that there is life after the event. Speaking of takeaway materials, did anyone notice the new and improved awards program booklet? Last week Mary attended the Massachusetts Economic Development Council Annual Meeting. She is currently gearing up for the MassEcon Annual Meeting & Holiday Lunch this Friday after which she will be vacationing in Europe! Happy Holidays.

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Would you like to let members know about news or events?
Please contact me at mduggan@massecon.com with the details.

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