

# MassEcon Developments

News for Members

October 2013

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Dear Member,

With the Tenth Annual Team Massachusetts Economic Impact Awards right around the corner, here's a quick look at current and upcoming happenings.

## MassEcon News

### New Website Launched

After much planning and development, MassEcon has launched its new website. Thanks to our development team, our redesigned site is now:

- Home to the new "[ReadyMass 100](#)" property search tool
- A secure search portal, aiding the online exploration of MA
- Designed to reflect the "member-centric" experience that MassEcon strives to provide

Let us know your feedback!

### Team Massachusetts Economic Impact Award Winners Announced.

On its 20th Anniversary, MassEcon is proud to announce the winners of the [2013 Team Massachusetts Economic Impact Awards](#). Governor Deval L. Patrick will be our featured speaker.

#### Gold

athenahealth Red Hat Unum Lenox Tools  
Hamilton Storage Technologies

#### Silver

E Ink LeachGarner St. Vincent Hospital  
Momenta Pharmaceuticals Gulfstream Aerospace

#### Bronze

EnerNOC Granite Telecommunications PAREXEL  
Saint-Gobain

#### Company to Watch

Boston Biomedical Inc.

#### Public Service Award

Secretary Greg Bialecki

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#### Farewell and Thank You Trina

**Trina Aitken**, our current Communications Coordinator, will be transitioning from MassEcon to devote full-time to her family business, Bosse Studios. Trina has been an outstanding contributor to MassEcon, adding value to our enterprise in countless ways. Among her contributions was leading the project team to launch MassEcon's new website. We are in the process of interviewing candidates to fill Trina's shoes. Please see the job posting [here](#), and send qualified candidates our way.

## Upcoming Events

### Tenth Annual Team Mass Economic Impact Awards

Date: November 26, 2013

Time: 11:00 am registration & networking, 12 noon program.

Place: Renaissance Hotel, Boston Seaport District

Register: [Here](#)



## RBS Citizens

2013 Team Massachusetts Economic Impact Awards

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## Join Us

Featured Speaker  
DEVAL L. PATRICK  
GOVERNOR OF  
MASSACHUSETTS

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**RBS Citizens®**

*You're invited*  
20 Years

MassEcon Celebrates its **20<sup>th</sup> Anniversary** with the Annual Team Massachusetts Economic Impact Awards Luncheon

**NOVEMBER 26**

RENAISSANCE BOSTON WATERFRONT HOTEL  
11:00 AM REGISTRATION + NETWORKING | 12:00 NOON PROGRAM + LUNCH



Penny Garver, David L'Heureux and Karen Ng at the Santander launch

Join our growing list of Economic Impact Award Sponsors!



### Annual Meeting and Holiday Lunch

Date: December 13, 2013

Annual Members Meeting: 11:30- 12:00

Holiday Lunch: 12:00- 2:00

Place: UMass Club, 225 Franklin St, Boston

Speaker: Dan Kenary, President and Co-Founder, Harpoon Brewery

Register: [Here](#)

### New Year Members Meeting

**2014 Forecast: The Massachusetts Economy with Alan Clayton-Matthews**

Date: January 24, 2014 | Time: 8:30am

Place: 200 Friberg Parkway, Westborough MA

Register: [Here](#)

### Member News

This month **Sovereign Bank** changed its name to **Santander**, marking the beginning of a new era for the bank and its 1.7 million retail clients. According to the bank, the solidification of the new Santander name coincides with the launch of a network-wide improvement plan including: enhanced ATM rollout, new financial products and services, a redesigned online banking platform, and the completion of renovation to its flagship HQ on Beacon St. in Boston.

Click [here](#) for more details. *Featured left: Penny Garver, David L'Heureux, and Karen Ng.*

**Doug Landry, VHB's** Senior Vice President for Land Development Services was appointed to the board of directors of NAIOP. Doug will serve a three-year term beginning in 2014 and will be responsible for helping advance responsible commercial real estate development, ownership, and investment. In 2014, Doug will also serve as Chair of the National Environment & Infrastructure Committee for a two-year term. Read more [here](#).

**National Grid and WPI** collaborated to host the **Massachusetts Energy Summit** on October 23rd at Worcester's DCU Center. Secretary Richard K. Sullivan Jr. of the Executive Office of Energy and Environmental Affairs, was the featured speaker. The topic of discussion was the energy sector and the innovators behind the growing number of clean and green technology here in Massachusetts. Read more [here](#).

**RBS Citizens** announced its commitment towards community development by providing \$1 billion over five years for affordable housing and community development in 12 states. Boston's South End neighborhood and Marion Village Estates are two direct beneficiaries of the program. Read more [here](#).

### Projects

#### **#2600**

A Pittsburgh based site consultant is representing a Fortune 100 company seeking to buy 80 usable acres to build a 500,000+ SF hub-distribution facility using a phased build-out approach. The company is considering land sites only, industrially zoned preferred, but will also consider land that needs to be re-zoned. More than 100 people will be employed at this facility.

*Good highway access is extremely important. **Note: Eastern NY, CT, and RI are also being considered. Update: The site consultant has expressed further interest in a large site in Westfield, owned by Equity Industrial Partners***

#### **#2601**

A Phoenix-based consultant is representing a translation services company, also headquartered in Phoenix, looking to lease a 50-200 seat high quality "plug and play" call center. The building must be located in a safe, generally clean area, with access to public transit. The company has found success in the past in utilizing space formerly occupied by financial institution call centers, which tend to have similar requirements. The overall search area is the Eastern



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A Development of The Fallon Company

### 2013 FALL HIGHLIGHTS

#### November 26, 2013 at 11:00am

Team Massachusetts Economic Impact Awards & Luncheon  
Renaissance Hotel  
Boston, MA

[Purchase tables and tickets here.](#)

#### December 13, 2013

11:30-12:00 Annual Members Meeting  
12:00-2:00pm Holiday Lunch  
UMass Club, 225 Franklin St., Boston  
Register [here](#)



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time zone of the United States.

**Note: The building must be located in close proximity to a workforce of natural speakers of at least one of the following languages: Mandarin, Vietnamese, Arabic, Korean, Russian, Cantonese, Haitian Creole, Nepali, Somali, Burmese. A concentration in 1 to 3 languages is preferred at the call center.**

**Update: MassEcon and the City of Lowell have been working with the consultant to further evaluate plug-and-play space at Cross Point in Lowell. 1441 Main St. in Springfield is also under consideration.**

#### #2611

MassEcon and MOBD are in the early stages of working with a confidential energy related company that is seeking to purchase up to 100 acres in the Blackstone Valley, or along I-90 or I-91 Corridors for a large development. Access to an interstate natural gas pipeline is necessary as well as convenient truck access to an interstate highway. **Note: The land needs to be zoned for industrial or commercial use, or can be re-zoned to allow those uses.**

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

#### Staff News

**Doug Kehlhem** recently attended the CoreNet Global Summit in Las Vegas at the MGM Hotel where he met with site location consultants and corporate real estate executives important to MassEcon's site location service.

After returning on the red eye flight from CoreNet, Doug was a panelist at the Marlborough Manufacturing Summit with his partners from MOBD, MassDevelopment, and the Massachusetts Manufacturing Extension Partnership. The Summit attracted over 100 attendees which was held at the Hewlett Packard Campus at Marlborough.



**MassEcon**  
Location is everything.



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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.