



MassEcon Developments

News for Members

May 2011

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Dear MassEcon Member,

We have two great events on the horizon: the 6/17 MassEcon Annual Conference "The Eds, Meds, and Industry: What's Next for this Critical Partnership?" and the 7/19 Summer Reception featuring Marty Jones, the new President & CEO of MassDevelopment.

MassEcon News

Renewable Energy Roundtable

On April 29th, DLA Piper hosted MassEcon's Renewable Energy Roundtable. The key resources included Andy Chu, Ph.D., Vice President, A123 Systems; Gregg Dixon, Senior Vice President, EnerNOC; Patrick Cloney, Executive Director, Massachusetts Clean Energy Center; Jon Abe, Senior Vice President, Nexamp; and Sue Hager, Vice President, Qteros. The key resources offered great insight into the sector in Massachusetts and engaged the attendees during the question and answer session. The Executive Summary of the roundtable will be published shortly. Click [HERE](#) to view pictures from the event.



Nick Masci, Dacon; Sue Hager, Qteros; and Abbey Strauss, New England Clean Energy Council

Connecting Companies with Capital: Driving Jobs & Growth Through Innovation

On May 11th, MassEcon co-hosted a day-long forum along with IBM and Account Management Solutions at the IBM Innovation Center in Waltham. Over 150 entrepreneurs and venture capitalists gathered to "speed date" and hear informative panel discussions. Susan Houston moderated a panel entitled "Success Stories in Massachusetts" with panelists Diane Hessian, President & CEO, Communispace; Jack Danahy, Worldwide Security Executive, IBM; and Patrick Scannell, CFO and Treasurer, Netezza.



Patrick Cloney, Executive Director, MassCEC, presenting at the Renewable Energy Roundtable

Call for Nominations!

MassEcon is looking for nominations for the 2011 Economic Impact Awards. Click [HERE](#) to nominate a company and send the completed form to [Mary Duggan](#).



781-489-6262
www.massecon.com

call for nominations

Nominate a company for the 8th Annual Economic Impact Awards!

Upcoming Events

Member & Board Meeting May 20th

Featured Speaker: Dan O'Connell,
President & CEO, Massachusetts Competitive Partnership (MACP)

Time: 8:30-9:00 Networking

9:00-10:00 Presentation & Q+A

10:00-10:30 Members Business Meeting



Join The Design Industry Group of Massachusetts (DIGMA) for it's Spring 2011 Conference on May 25th *Mass Made: Re-inventing Manufacturing in Massachusetts*. Register [HERE](#)



Connect with MassEcon through these social media outlets.



If you would like to tape a 15 minute interview on MYOB Radio to talk about a project or company that you are working with, please contact [Mary Duggan](#).

10:30-11:30 Board Meeting

Place: [200 Friberg Parkway, 2nd fl conf rm, Westborough](#)

RSVP to [Mary Duggan](#)

MassEcon Annual Conference

The Eds, Meds, and Massachusetts Industry: What's Next for this Critical Partnership?

June 17th

[Register Online](#)

Time: 8:00-8:30am Registration & Continental Breakfast

8:30-10:30 Panel Discussion & Q+A

Place: Newton Marriott Hotel (2345 Comm Ave, Newton)

Moderator:

Jack Wilson, President, UMass

Panel:

David Bokoler, CTO, Emerging Internet Technology, IBM Software Group

Mark Dice, Dean, WPI Business School

Ira Rubenzahl, President, Springfield Technical Community College

Susan Windham-Bannister, President & CEO, Massachusetts Life Sciences Center

MassEcon Summer Reception

July 19th

Place: Goulston & Storrs, 400 Atlantic Ave, Boston

Time: 3:30-4:30pm Members Meeting

4:30-6:30pm Reception

Featured Guest: Marty Jones, President & CEO, MassDevelopment

RSVP to [Mary Duggan](#)

Projects

#2446:

MassEcon is working with a client, referred by T3 Advisors, looking for 10,000-15,000 SF of space in Boston or Cambridge. The client plans to use 40% of the space for office and the rest for warehouse/R&D. The space must have drive-in vehicle access, a minimum of 13' clear for warehouse portion. Access to public transportation is preferred. The client prefers a 3-year lease with option to expand. *Notes: Many of our clients requesting real estate in Cambridge often prefer quick access to a Red Line subway stop.*

#2447: A manufacturer for the energy industry is looking for 50,000-70,000 SF of space to buy or lease (prefers to buy). On-site freight rail access is preferred. The client would like the flexibility to expand the building in the case of future growth. The building should be close to an interstate as well as within 30-miles of a research university and in an Economic Target Area (ETA) community. This is a statewide search that was brought to MassEcon by MOBD. *Notes: Multiple MassEcon members have quality mapping resources and we call on them to assist us with a wide variety of projects.*

#2450: A manufacturer is seeking a single tenant facility of 120,000-150,000 SF to lease or buy in the Northeast (Amesbury to the north, Peabody to the south, Newburyport to the east, and Lawrence to the west). The client's facility requirements include 85,000 SF of manufacturing space, 20,000 SF of warehouse space, 15,000 SF of office space, a minimum of 18' clear height, 6 loading docks, and 120

Ask The Expert Colin Angle



Leading the Robotics Industry

ASK THE EXPERT
Colin Angle, CEO, iRobot
Click [HERE](#) to ask Colin a question.



The Eds, Meds, and Industry: What's Next
for this Critical Partnership?



The O'Connell Companies, Incorporated

Thank you to the O'Connell Companies for
sponsoring the Annual Conference

Introducing the Panel



Jack Wilson, President, UMass (Moderator)



David Bokoler, CTO, Emerging Internet
Technology, IBM Software Group

parking spaces. The facility must have heavy power of 4,000 amps. MOBD was the referral source. *Notes: From a cost perspective, it's very important to survey sites within communities that have their own municipal light department when our clients have a heavy power requirement.*

#2454: An out-of-state manufacturer, referred by MOBD, seeks a single-tenant manufacturing facility of 200,000-250,000 SF to lease located between 395 to the west, the Mass Pike to the north, and 495 to the east (down to Norton). The facility must be single-story with a minimum of 14' clear, 100 parking spaces, 10 loading docks, and 3,000 Amp electrical service. The space breakdown will be 150,000+ SF for manufacturing, 35,000 SF warehousing, and 20,000 SF office. *Notes: A 250,000 SF requirement bucks the trend. Most of our projects over the last year have been under the 50,000 SF threshold.*

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

Member News

Congratulations to **Richards Barry Joyce & Partners** and **CresaPartners** for ranking on the Boston Business Journal's top 75 "Best Places to Work" list. Click [HERE](#) for the story.

Thank you to **VHB** and **CWS Consulting Group** for volunteering time and talent in the development of a customized map of energy companies, expansion properties, and academic institutions for an Italian company engaged in a statewide search for a 50,000-70,000 SF facility (Search # 2447) MassEcon conducted a site search for this company, which was referred to us by MOBD, providing 26 sites statewide, and pulled in VHB and CWS to augment the sales effort.

Thanks are also due to **Bowditch & Dewey, RBJ**, and **Dacon** for hosting a German company who spent the day in Massachusetts touring properties organized by MassEcon (Search #2397) . This project was brought to us by MOITI.

Welcome to Corydon Thurston, the **Pittsfield Economic Development Authority (PEDA)**'s new Executive Director.

The **Boston Redevelopment Authority** released a Request for Proposals ("RFP") for Parcels 9 and 10 in Roxbury. Interested parties may read the RFP [HERE](#).

MassDevelopment recently provided a \$360,000 real estate loan to Innovative Medical Design's real estate affiliate. The loan will help the company move from New Hampshire to a 3,600 SF facility in Ayer, bringing 10 jobs to Massachusetts. Click [HERE](#) for the story.

Newmark Knight Frank US Operations was recently acquired by BGC Partners.

BSC Group has been awarded a \$2M contract by the Massachusetts Department of Transportation Highway Division for a statewide review of high hazard locations. The engineering design and review is a part of the state's Highway Safety Improvement Program. Click [HERE](#) for more information.



Mark Rice, Dean, WPI Business School



Ira Rubenzahl, President, Springfield Technical Community College



Susan Windham-Bannister, President & CEO, Massachusetts Life Sciences Center

CLICK to REGISTER

Register for the MassEcon Annual Conference

Western Mass Electric Co. is introducing electric vehicle charging stations at three locations in its service territory as part of a plug-in electric vehicle (EV) research project sponsored by parent company **Northeast Utilities**. Click [HERE](#) for the story.

The North Shore Chamber of Commerce will be hosting a Breakfast Forum - *Rising Health Care Costs: No. 1 Issue Facing Business Today* at the Hawthorne Hotel in Salem on June 1st. The President and CEO of Blue Cross Blue Shield of Massachusetts, Andrew Dreyfus, will be speaking. Click [HERE](#) for the invitation.

Staff in Action

Susan Houston has taken the lead on many of our recent events. On April 29th, she moderated the Renewable Energy Roundtable and on May 11th she moderated a panel of Massachusetts Success Stories at the Connecting Companies with Capital event at IBM's Innovation Center. This month Susan attended the MassMEDIC Annual Conference, the largest medtech informational and networking event in the state, and NEEP's Spring Economic Outlook Conference on the economic connections between New England and Canada.

Rob Anderson has left MassEcon after 8 years of significant contributions. If you would like to contact him or wish him well, he can be reached at rob_anderson61@hotmail.com or (617) 875-5889.

Doug Kehlhem began the month with a trip to Chicago for the CoreNet Global Summit, representing Massachusetts in the discussion of globalized corporate real estate. He has been working throughout the month to plan a site selector reception after the Medical Design and Manufacturing East Conference June 6-9 in New York. Doug also recently visited the offices of Newmark Knight Frank with Susan Houston to meet the whole brokerage team and describe MassEcon services.

Mary Duggan has been active planning MassEcon's out-of-state business recruitment receptions with colleague Doug Kehlhem. She has also begun to train MassEcon's army of summer interns, build the audience for MassEcon's 18th Annual Conference, and collect nominations for the Economic Impact Awards.



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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.

If you have information for this newsletter, please contact Mary Duggan at mduggan@massecon.com or (781) 489-6262 x 13