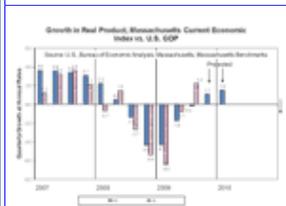


February 2010

News Update for Members

## MassEcon News



Click the pictures to view Alan Clayton-Matthews' presentation about the recovering Mass economy.



Key Resources from the Defense Roundtable

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## CALENDAR

**March 23**  
Corporate Welcome Reception

**March 26**  
Members Meeting

### Alan Clayton Matthews

Northeastern's Alan Clayton-Matthews made his yearly presentation to MassEcon members about the status of the Massachusetts economy. Although the economy is still in tough shape, it appears that Massachusetts has reached the bottom of the trough and is poised for recovery. Massachusetts was one of the last states to enter the nationwide recession, and is also one of the first to show the signs of recovery. The full recovery is not underway and the Massachusetts predictions are predicated on an overall US recovery, but the Commonwealth is in a good position to succeed. Click [here](#) for his presentation.

### Defense Roundtable

The first Roundtable of the year was held on February 16th at the Defense Technology Initiative (DTI) office in Waltham. Co-anchors included Art Robert, Director of Defense Technology for MOBD, Don Quenneville, Executive Director of DTI, Paul Worcester, Senior Vice President of Defense Sector Initiatives at MassDevelopment, Eric Hagopian, President of Hoppe Tool, and Dennis Cope, President of Ophir Optics. The roundtable offered keen insight on the defense industry in MA, focusing on growth opportunities and challenges the industry faces to move forward. The discussion stressed the appeal and capabilities that Massachusetts and the New England area have, and why the Department of Defense has looked to the region for technology and manufacturing support. Stay tuned for the Executive Summary which will be available to all members.

### Corporate Welcome Reception

As part of its Ambassadors Program, MassEcon will be hosting its first Corporate Welcome Reception of 2010 on **Tuesday, March 23** from **5:30 PM to 7:30 PM**. **Genzyme**, one of our Ambassador companies, has generously agreed to host this reception at its **Cambridge headquarters**. The purpose of the reception is to say "thank you" to companies for investing in Massachusetts and to provide a forum for new companies to develop relationships with a community of resources that could become part of their long-term network. Secretary Greg Bialecki will be the featured guest, and our members are encouraged to attend. We have a line of companies selected to honor, thanks to the great feedback from our members. If there is still a company that a member would like to nominate, please send the information to [Mary Duggan](#) as soon as possible. Look for an invitation in your inboxes with further event details within the next two weeks.

### Roundtable Notes

MassEcon is looking for a sponsor and host for our second Roundtable of the year on the Biotech Industry in Massachusetts. This Roundtable is scheduled for Tuesday, **April 13**. If you are interested in participating please contact [Doug Kehlhem](#). The event will be enhanced with key resources from MassBio and private sector businesses.

### MassDOT, Aeronautics Division Statewide Airport System Plan

MassDOT is in the middle of a Statewide Airport System Plan Project for the 37 public-use general aviation airports throughout the Commonwealth. As part of the plan they are conducting a business use survey as part of the inventory collection phase. If you're interested in participating [click here](#) to link to the survey.

**Follow MassEcon on Twitter!** 

MassEcon is now on Twitter at [www.twitter.com/massecon](http://www.twitter.com/massecon)

## Committee Activity

### MassEcon's 2010 Committees Are Underway

- Marketing Massachusetts:  
Michelle Cammarata, *CresaPartners*, and Gen Cahill, *BSC Group*, Co-Chairs  
**Next Meeting:** Mid March (TBD)
- Location Support:  
John Ziembra, *Bowditch & Dewey*, and Brian Cohen, *Richard Barry Joyce & Partners*, Co-Chairs  
**Next Meeting:** February 23rd 10am 53 State Street, RBJ office, Boston
- Programs and Events:  
Geoff Howell, *DLA Piper* and David Hayes, *BSC Group*, Co-Chairs. This committee will plan MassEcon's Annual Conference to be held on June 18.  
**Next Meeting:** February 25th 10:30am 888 Worcester Street, Wellesley
- Membership:  
Rob Reilly, *Fidelity*, Doug Landry, *VHB*, Co-Chairs  
**Next Meeting:** Mid March (TBD)

Thank you to MassEcon members who have joined a committee. We are still looking for more committee members! If you have not signed up for a committee and are interested in learning more, please contact [Mary Duggan](#).

## MassEcon Events of Note

### Corporate Welcome Reception

Date: **March 23, 2010**

Featured Guest: Secretary Greg Bialecki

Time: 5:30-7:30pm

Location: 500 Kendall Street, Cambridge [Directions](#)

### Members Meeting

Date: **March 26, 2010**

Keynote: Anne Struthers, Executive Director of the Massachusetts Office of Business Development

Presenting: *Boots on the Ground: The Role of the State's Sales Team in Retaining and Attracting Business*

Time: 8:30-9:00 networking, 9:00-10:00 presentation, 10:00-11:00 members meeting

Location: 200 Friberg Parkway, Westborough [Directions](#)

## Project Updates

**WIN ID # 2155:** Working jointly with MOBD, MassEcon was contacted in February 2008 for a site search for an instrument manufacturer seeking 8,000-10,000 SF of single or multi-tenant industrial space to lease in the Waltham area. The requirements included 10' ceilings, 2 loading docks, 15 parking spaces.

*Notes:* After two years of contact with the company and a site tour of the Saxonville Business Center in Framingham, the client just signed a lease and will be moving into Saxonville shortly. The company employs 11 people and although they are relocating from Melrose, their old location was being sold and they needed to relocate. As another indication of the elements involved in site location decision making, the president lives in Marlborough and the majority of the workforce in Waltham. Framingham seems to be a good fit for them.

**CLOSED ID # 2343:** MassEcon was contacted by a former Member to conduct a site search along the PanAm rail line from Ayer to Athol. The company was looking for either a land site with a minimum of 8 acres or a building with 50,000 SF available. As it turns out, the company has decided to expand in Pennsylvania and not in Massachusetts.

*Notes:* MassEcon was able to put three members in touch with the consultant: Westminster Business Park, Mass Railroad Association, and VHB, all of whom provided information to the

consultant on behalf of Massachusetts. When speaking with the consultant, although Massachusetts put a good foot forward, the company's location in New Jersey and an existing building they could get into quickly in Pennsylvania made the decision for them.

**ID # 2346:** MassEcon was recently contacted by one of its members to help find space for a nanotechnology company searching for 35,000-40,000 SF of space inside 495. The company had specific requirements that included dry chemical lab space, 2,800 square feet of class 10,000 clean room, 300 square feet of class 100 clean room, 300 square feet of chemical storage, large nitrogen tank inside or outside.

*Notes:* The Nanotechnology industry sector in Massachusetts is small, as businesses are still searching for the best means to put this technology to commercial use. However, when compared to other states Massachusetts is a leader. The entrepreneurs coming out of MIT, and the new Nanoscale Science and Engineering Center (NSEC), in Lowell is one of only four in nanomanufacturing nationally. This is an industry to watch closely.

**ID # 2347:** MassEcon was contacted by MOBD to search for a land site to purchase for an auction company in Northeast Massachusetts in the Route 3, 93, and 95 areas. The site needs to be 15-20 acres and allow for high asphalt coverage because of their need for outdoor presentation and storage.

*Notes:* Although MassEcon presented land sites from further away, the company's desire was to remain close to the city of Lynn. One drawback for the company is the relative lack of large land sites close to the city, and the high costs.

#### Ask the Expert Rick Hess



### Ask the Expert!

The answers to our first [Ask The Expert](#) section on Masecon.com/ReadyMass are now posted! The multitude of questions ranged from Rick's opinion of Massachusetts' competitive position to other locations nationally and internationally, to some of the reasons that Konarka chose to expand its presence in Massachusetts. The next company profiled in the *Ask the Expert* section is AMAG Pharmaceuticals, one of our award winners. Check out [AMAG's story](#), and keep the questions coming!

#### Ask the Expert David Arkowitz



### Member News

**Western Mass Electric** announced its plan to develop a 1.8-megawatt solar power facility, that is estimated to produce enough power to heat 1,800 homes. The site selected for the development is owned by Western Mass Electric and the **Pittsfield Economic Development Authority**.

**NAI Hunneman** recently named Carl Christie, an NAI employee of 15 years specializing in investment sales, the 2009 NAI Hunneman Broker of the Year.

**GVA Thompson Hennesey & Partners** announced a new Property Management Services Group.

**CresaPartners** was recently certified as part of the Boston's Sustainable Leader Program for their efforts to use clean products and conserve energy.

Congratulations to the many members who ranked in the **Boston Business Journal's 2010 Book of Lists!** Click [here](#) for the list.

### Staff in Action

**Susan Houston**, learning about Microsoft's two-coast growth strategy, attended a CoreNet Global event at Microsoft's New England Research & Development (NERD) headquarters in Cambridge. Susan also recently attended the 495 Partnership Appreciation Reception in Framingham. Earlier this month, Susan joined with Governor Patrick and business leaders from around the state to hear about the Governor's job bill at a Boston Chamber Breakfast.

**Doug Kehlhem** presented MassEcon services to Medway's Town Economic Development Committee at their monthly meeting. The meeting was to help Medway prepare for future business growth. Doug is also continues to be involved in BIO Show planning for the Massachusetts Pavilion. MassEcon, MassDevelopment, MOITI, and Western MA EDC are all sharing a booth in the pavilion - the group will be meeting with companies and site

consultants attending the show.

**Rob Anderson** Rob Anderson attended the 1st Regional Economic Summit in the Greater North Central region on January 29th. The collaborative event allowed regional leaders to find out about the administration's plans for increasing development opportunities, and for those same local leaders to suggest action items for the administration to consider. Presenters at the event included Bob Culver, Greg Bialecki, Susan Windham Bannister, and Barry Bluestone. This was the first of six planned Regional Summits.

Please welcome our two new interns, **Wes Stephanian** who will be helping out on the writing/research front, and **Caroline Sun** who will contribute with her web design skills!

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**Would you like to let members know about news or events?**  
Please contact me at [mduggan@massecon.com](mailto:mduggan@massecon.com) with the details.

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