

MassEcon Developments

News for Members

January 2011

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Holiday Lunch



Scott Griffith, CEO, Zipcar delivering the keynote address at the Holiday Lunch. Click [here](#) for more pictures from the event.

CresaPartners

Thank you to CresaPartners for sponsoring the Holiday Lunch

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Welcome to new MassEcon Members!



Dear Mary,

Thank you for your membership in 2011! We look forward to working with you and seeing you at future events. The first Members Meeting has been moved to Friday February 4th.

MassEcon News

Annual Meeting & Holiday Lunch



MassEcon held its **Annual Meeting and Holiday Lunch** on December 10, 2010 at the UMass Club in Boston. At the Annual Meeting, MassEcon Members voted on the 2011 Board of Directors. Michelle Cammarata, Manager, KPMG was newly elected to the Board. Directors who were reelected to the Board were Francesca Maltese, David Begelfer, Ned Bartlett, Jack Burns, and Bob Culver. Click [here](#) for the press release. In addition, Susan Houston also gave an overview of the MassEcon 2010 Year-End Report, which can be found [here](#).

At the **Holiday Lunch**, Scott Griffith, CEO of Zipcar delivered the Keynote Address. Scott reflected on his experience and offered advice for growing a business in Massachusetts. Click [here](#) for pictures from the event.

Photonics Trade Show

MassEcon is teaming up with Western Mass EDC, WMECo., and Northeast Utilities this week by traveling to San Francisco and meeting with photonics companies attending SPIE Photonics West trade show and conference at the Moscone Center. The business recruitment team has 15-20 appointments with growth companies that have an interest in learning about the Commonwealth's assets, and in particular, those of Western Massachusetts. Click [here](#) for the press release.

2011 Committees and Staff Contacts

- Location Support, Doug Kehlhem
- Marketing, Mary Duggan
- Membership, Rob Anderson
- Programs & Events, Susan Houston
- Government Affairs, Susan Houston

[Full descriptions of the committees.](#)

MassEcon is assembling its 2011 committees. If you would like to learn



Connect with MassEcon through these social media outlets.



News from State Partners

Commonwealth Marketing Office formed as part of Massachusetts Marketing Partnership. Click [here](#) for the story.

Workforce Training Grants Available. Click [here](#) for information.



MassEcon on the radio - [Listen](#)

more about a committee, please contact the assigned staff member, or if you would like to sign up to participate, please contact [Mary Duggan](#).

Upcoming Events

Members Meeting February 4th (Note New Date)

Featured Topic: What is the Outlook for the Massachusetts Economy?
Alan Clayton-Matthews, Northeastern University & NEEP

Time: 8:30-9:00 Networking

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

Time: 10:00-11:00 Members Business Meeting

Location (note New location!):

[Clark Graduate School of Management, 333 Turnpike Rd \(Rt 9\) Southboro](#)

Medical Device Industry Roundtable March 2nd

Location and Time: TBD

Anchor:



Tom Sommer, President, MassMEDIC

Space is limited. If you would like to reserve a seat at the roundtable, please contact [Mary Duggan](#).

Members & Board Meeting March 25th

Location: [200 Friberg Parkway](#), Westborough (2nd Fl Conference Rm)

Projects

#2419: MassEcon was contacted by the Massachusetts Office of Business Development to help a telecom infrastructure company from Rhode Island find a facility to lease or buy near the Rhode Island border. The company needed 5,000 - 20,000 SF with requirements that include 12' - 20' clear ceiling heights on one floor, 1-5 loading docks, and 10-20 parking spaces. *Notes: Although there are many communities to choose from along the border, the company was adamant that their search only include the communities of Attleboro, Fall River, and Seekonk. MassEcon offered other site options in other communities but these were rejected proving the old adage "The customer wants what the customer wants."*

#2424: MassEcon was contacted by the Massachusetts Office of International Trade & Investment to do a search for an Irish company seeking a 6,000-10,000 SF building to lease or buy between I-495 and I-95 or in the Everett area (close to port and Logan). The turnaround was immediate, so MassEcon did a quick search through CoStar to find properties that included the following requirements: 1,000-2,000 SF office, 1,000-2,000 SF warehouse, and 4,000-6,000 manufacturing space; 1 loading dock, and ceiling heights of 20'-30' (30' feet clear preferred). *Notes: The company is also considering New York/New Jersey and Florida for their operations.*

#2425 - Project Constellation: MassEcon was contacted by an out-of-state site location consultant interested in finding a 35,000 - 60,000 SF single level facility (with the ability to expand to 120,000 SF) within a 2-

hour drive from Boston. The company, a biomaterials/biotech manufacturing prospect, needs an existing building for purchase with 5,000 SF of food GMP-compliant space on a 4-acre site minimum. Facility requirements include: zoned for light industrial, 1,000 KVA power connection, 1 drive-in door, and 1 dock level door. **Notes:** The company also had some research requests (such as the largest employers in Massachusetts) and inquired about the state's incentives. MassEcon is coordinating with the relevant entities to fulfill the request.

#2427: MassEcon was contacted by MassDevelopment to help on a site search for an out-of-state mattress manufacturer that is seeking a 70,000-120,000 SF single story facility to buy in the 495/95 region. The company will deliver its products to Connecticut and New Hampshire so good highway access is a must. The facility requirements include minimum 14' ceilings, 3 loading docks, and parking for 60+ employees. **Notes:** The company initially started its site search based upon Google maps and the location of the smaller furniture shops it ships to, one of which is located in Brighton, and another in Lancaster, NH. The company is looking at two states: Massachusetts and Connecticut.

Member News



Lincoln Property Company released its Q4 2010 *Office Preview Report*, which indicates that the overall office market has benefited from the employment growth over the last six months with 295,400 SF of net absorption calculated in the past two quarters. Click [here](#) for more.

MassDevelopment has issued a \$9M bond on behalf of Education Development Center, Inc. (EDC), a global nonprofit that designs innovative programs to address education, health, and economic challenges worldwide. EDC will use bond proceeds to renovate 120,000 SF in a building in Waltham, which the company plans to lease as its world headquarters. RBS Citizens purchased the bond. Click [here](#) for more.

Nick Masci from Dacon Corporation will be a panelist at the January 26th Massachusetts Biotechnology Conference - *Facility Decision Making: Grasp the Facts First*. The event will feature a discussion among experts in the field, from civil engineering to design to construction, who will offer lessons and guidance that will enable biotech companies to enter their next facility decision with confidence.

Thompson Hennessey & Partners was purchased and merged with Newmark Knight Frank in its Boston office. Among the new brokers to join Newmark Knight are Catherine Thompson, John Hennessey, Chris McMahon, Doug Adamian, Jim Griffin, Peter Bean, Rick Robinson, Ryan Weber, and Steve Lombardi.

Doug Landry from Vanasse Hangen Brustlin moderated the NAIOP Massachusetts Main Event, *Changing of the Guard: New Owners, New*

Plans for Major Development Projects, held on January 20, 2011. Click [here](#) for more information.

Welcome to new member **Abel Womack**, a full service materials handling systems integrator based in Lawrence. [Michael Petinge](#), Vice President of Sales and [Geoff Sawyer](#), Business Development Account Manager will serve as the key member contacts.

Staff in Action

Susan Houston enjoyed an unprecedented two week vacation during the holiday season, which included a trip to Belize. Before she left, Susan was featured on MYOB Radio where she highlighted MassEcon services. To hear Susan's interview, click [here](#). Susan is also looking forward to the first meeting of the Massachusetts Marketing Partnership, to be held in February.

Rob Anderson kept it low key in December, conserving energy like a bear hibernating waiting for the spring. And just like a bear, Rob's woken up hungry so if there are MassEcon members looking for a colleague to join them for lunch or coffee, he is available.

Doug Kehlhem has been gearing up for his business development trip to San Francisco, where he will join staff from Western Mass EDC, WMECo., and Northeast Utilities to meet with Photonics companies. After shoveling his driveway several times within the past week, he will not mind the West Coast trip.

Mary Duggan returned from her trip to Frankfurt, Prague, Budapest, and Milan just in time to ring in the new year at MassEcon. Thanks to members for their travel tips and well wishes, the trip turned out to be a fun (and snowy) adventure. Mary has also been working to recruit more Ambassador companies, adding to the roster recent Economic Impact Award Winners Harpoon Brewery, Saint-Gobain, and Onyx Specialty Papers.



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The Massachusetts Alliance for Economic Development is a private, non-profit partnership of business, industry leaders, and government dedicated to retaining and fostering economic growth in the Commonwealth of Massachusetts.

If you would like to let members know about company news, please contact mduggan@massecon.com