



MassEcon

Location is everything.

July 2009

News Update for Members

MassEcon News

Market Ready Properties

Solomon McCown & Company has taken the first steps in the launch of the new campaign for the market-ready properties. The team is refining its scope of work and a plan of action is being developed. Stay tuned for more updates on this exciting project, and join us at our members meeting on September 25th to learn more.

Massachusetts It's All Here.com

MassEcon, as part of the Massachusetts It's All Here committee, has helped the state in the selection of 451 Marketing for the branding, design and structure for the creation of a website to market Massachusetts under the *Massachusetts It's All Here* brand. **Susan Houston** and **Rob Anderson** will be participating in an advisory role for the development of the website which will help MassEcon position its services for the recruitment of businesses to Massachusetts. The new *Massachusetts It's All Here* website will complement the new MassEcon website nicely.

Summer Reception

On July 22, MassEcon's annual Summer Reception was held at the Federal Reserve Bank in Boston. The event was held in the New England Room which featured an outdoor terrace, perfect for the lovely summer evening. The event was a great success, with over 80 attendees and excellent remarks by our featured guest, Speaker of the House Robert DeLeo. Many thanks to our sponsor, Bowditch & Dewey.

2009 Economic Impact Awards

Preparation for MassEcon's sixth annual **Economic Impact Awards** is underway! If you would like to become a sponsor, please contact Rob Anderson or Carol Adey. Judge captains Bob Brustlin (VHB), Jerry Sargent (Citizens Bank), Rick Murphy (National Grid), Bob Culver (MassDevelopment), and Mike DiGiano (NAI Hunneman) are reviewing a short list of nominated companies. By mid-August, finalists will be selected to present their companies' achievements at our Finalist Reception on September 15, featuring Secretary Greg Bialecki. This event is open to sponsors of the Team Massachusetts Economic Impact Awards.

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MassEcon is now on Twitter at www.twitter.com/massecon

Committee Activity

Committee Notes

Hosted by Cresa Partners, the **Marketing Massachusetts Committee** met on July 20th. Topics discussed included the use of social media as an information-exchange tool for members, the fall Corporate Welcome Reception, and MassEcon's new website for which the committee was asked to provide input. The next meeting will be held in September.

The **Location Support Committee** met before the Summer Reception to discuss enhanced MassEcon protocols for incorporating members in meetings with client companies. By updating MassEcon's protocols to better reflect current economic conditions, MassEcon can enhance member benefits. The Committee reviewed and commented on a new protocols

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Speaker of the House Robert DeLeo providing the keynote remarks at our Summer Reception at the Federal Reserve Bank of Boston.



(L – R) Sam Hammar of the Boston Redevelopment Authority, Rebecca Schaefer of the Boston Redevelopment Authority, and Richard Foote of Bowditch & Dewey at our Summer Reception at the Federal Reserve Bank of Boston.

CALENDAR

September 15
Finalist Reception

September 25

enhance member benefits. The Committee reviewed and commented on a new protocols document that had been prepared by staff. That document will be amended with the Committee's recommendations then brought before the MassEcon Executive Committee before receiving full MassEcon approval.

MassEcon Event of Note

Finalist Reception - Event Sponsors Only

Featured Guest:

Secretary **Greg Bialecki**, Executive Office of Housing & Economic Development

Date: **September 15**

Time:

4:00- 6:00pm

Location: UMass Club, 225 Franklin Avenue, Boston

Member Meeting

Featured Guests:

The marketing team from Solomon McCown

Date: **September 25**

Time:

8:30am- 11:00am

Location: Clark Center, 1671 Worcester Road (Rt. 9 + Mass Pike), Framingham

Active Projects

ID # 2300: An IT client is seeking an existing 150,000 SF +/- office building that must be located in an ETA/EDIP approved city or town. They want a location that can accommodate current operations (300 employees) with the ability to add more positions over the next two years or more. They seek to lower overall operating costs to achieve this goal. This is a state-wide search.

ID # 2303: An in-state manufacturer is looking to lease or buy a 90,000-125,000 SF single tenant facility in a 20 mile radius of Roxbury. Requirements include 100 parking spaces, 2 loading docks, 65,000-85,000 SF manufacturing space, 12,000-20,000 SF office space, and 10,000-20,000 SF of warehouse space. They also need a minimum of 20' clear in part of the building.

ID # 2306: A high-tech company is looking to lease 75,000-80,000 SF facility within a 20 mile radius of Cambridge. Facility must have both office (30,000 SF) and manufacturing space (45,000 SF). The manufacturing space must have the space to store 2000 lbs of flammable materials, the ability to process 30,000 gallons of water a day, electrical service of at least 3000 amps, and ceiling heights of at least 18'.

ID # 2310: An international solar-related business is seeking 100,000 SF of space to lease or buy within 1 hour drive of Logan. Requirements include easy access to international schools and major highways, ability to break down space to 40% production, 40% warehouse, 20% office and miscellaneous, and must have a loading dock. In facilities with A/C in the manufacturing area, ceiling heights can be 4-5 Meters (12'-15'); in facilities without AC in the manufacturing area, ceilings need to be 10-12 Meters (30'-36').

Member News

Ed O'Brien has been named the President of **Cutler Associates**. Fred Mulligan, former President, will become Chairman of Cutler Associates. Cutler Associates looks forward to the contributions each will make in their new positions.

As part of a new rate filing, **National Grid** is proposing an Economic Development Pilot Program to help improve the economy in its service territory. The pilot program focuses on targeted infrastructure improvement, urban revitalization, and strategic business development.

Staff in Action

On June 29th **Doug Kehlhem** attended the Team New England events planning committee meeting in Manchester, NH chaired by Dave Driver of Northeast Utilities. Doug also served as a judge for the *NEDA (Northeast Economic Developer's Association) 2009 Literature and Promotion Awards* given out at the NEDA Annual Conference in September in Philadelphia. Over 90 entries were evaluated and judged by the committee.

John DiNapoli has been active within the last month providing research data to customers and clients. He worked on a reserach request regarding data centers in Boston. John is also active with site finder projects, including a small start-up alternative energy company seeking 20,000 SF in the Franklin, MA and a company seeking approximately 150,000 SF of exisiting office space. John attempted to identify *lower cost options* within the state for the company. MassEcon provided numerous options to the consultant in charge of the request, who is now reviewing the data and plans to "re-define" the request in late August.

MassEcon thanks **Joey Giovino** for his contributions to the organization. We wish him the best of luck in his future endeavors.

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