



MassEcon

Location is everything.

October 2010

News Update for Members

4 Weeks Away...

MassEcon News



Congratulations to all Economic Impact Award Winners!

Honorees		
Gold	Silver	Bronze
Bluefin Robotics <i>Southeast</i>	eClinical Works <i>Central</i>	Autodesk <i>Greater Boston</i>
Constant Contact <i>Greater Boston</i>	Kopin Corporation <i>Southeast</i>	BIOCIUS Life Sciences <i>Northeast</i>
Epsilon Data Management <i>Northeast</i>	Microsoft NERD <i>Greater Boston</i>	Incom Inc. <i>Central</i>
Onyx Specialty Papers <i>West</i>	Nexamp Inc. <i>Northeast</i>	Lymtech Scientific <i>West</i>
Saint Gobain <i>Central</i>	Seahorse Bioscience <i>West</i>	Smith & Nephew Endoscopy <i>Southeast</i>
Local Icon	Community Leader	Chairman's Award
Harpoon Brewery	Heywood Hospital	National Grid and Western Massachusetts Electric Company

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CALENDAR

- October 28
Venture Capital
Roundtable
- November 23
Economic Impact
Awards Luncheon
- December 10
Annual Holiday
Lunch and Meeting

Tickets Now on Sale for the

Seventh Annual Team Massachusetts Economic Impact Awards Luncheon

Keynote Speaker: **Wyc Grousbeck**, Managing Partner and CEO of the Boston Celtics
Master of Ceremonies: **Anthony Everett**, Co-Author & Reporter, WCVB-TV's Chronicle

November 23, 2010 Seaport Hotel, Boston

Single tickets, tables, and sponsorships available. [Register here](#) or contact [Mary Duggan](#).

Help us get the word out about this event! We need our members to help spread the word about this event. We ask that you please [send this invitation](#) to five of your friends and colleagues.

Invite a student to the event. MassEcon, in collaboration with Flybridge Capital Partners' **Stay in MA** program, is awarding free attendance to the awards luncheon for MA college students. Invite you interns, kids, or neighbors to fill out the application at [stayinma.com](#).



Committee Activity

MassEcon's 2010 Committees

- Location Support:**
John Ziemba, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs

SAVE THE DATE



December 10, 2010
with Keynote Speaker Scott Griffith, CEO of Zipcar



Thank you to
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Property Evaluation Committee Conference Call: Friday November 5th, 10AM
Business Recruitment Meeting: Tuesday November 9th, 9AM, 495/MetroWest Partnership, 255 Friberg Parkway, Westborough

MassEcon Events of Note

Venture Capital Roundtable

October 28, 2010

Location: Nutter McClennen & Fish
155 Seaport Blvd, Boston

Time: 3-5pm

Key Resources: **John Harthorne**, Founder & CEO, MassChallenge; **Jon Karlen**, General Partner, Flybridge Capital Partners; **David McCullough**, Client Relations Director, KPMG, **Alex Glovsky**, Partner, Nutter McClennen & Fish

*This event is fully subscribed.

7th Annual Team Massachusetts Economic Impact Awards Luncheon

November 23, 2010

Location: Seaport Hotel, Boston

Time: 11am Registration, 12-2pm Program & Lunch

Keynote Speaker: Wyc Grousbeck, Managing Partner & CEO, Boston Celtics

Master of Ceremonies: Anthony Everett, Co-Author & Reporter WCVB-TV's Chronicle

Register online [here](#), or for ticket and table information, please contact [Mary Duggan](#)

MassEcon Annual Holiday Lunch

December 10, 2010

Location: UMass Club, Boston

Keynote Speaker: **Scott Griffith, CEO, Zipcar**

Time: Board of Directors Meeting 10:30am, Members Meeting 11am, Lunch 12noon



#2401: MassEcon was contacted by the Massachusetts Office of Business Development (MOBD) to find a land site for a manufacturer that needs a 15-25 acre land site in Central Massachusetts to build a test track for its product. The site must allow the test track to be 1.5 km long. The requirements are flexible because the site does not have to be flat; the system will be silent, and the track can run through a wooded area. A perfect fit for the company would be if there were rail access and a 15,000 SF facility on the site (with 30' clear).



Notes: Because of the requirements for the test track includes a long straightaway, the number of options in Massachusetts is somewhat limited. At first glance this appears to be a fit for the Westminster Business Park (www.westminsterbusinesspark.com), owned by MassEcon member CoreInvestments. MassEcon is trying to set up a call between the two. There was a site in Palmer that looked like a potential fit, but was too far away from their current location.



#2403: This project has not been sent out in a Bulletin. Partnering with MOBD and MassDevelopment, MassEcon will be visiting a metal fabrication company in Rhode Island that is considering relocating to Massachusetts. The facility will be in the neighborhood of 200,000 SF and staff expects to receive more details when they tour the facility October 13.

Notes: The company employs approximately 200 and the company wants to keep the majority of those employees. That means that there is a limited search area for the company, mostly focused in the Attleboro area. When the Bulletin does go out, MassEcon might extend the search area a bit further afield to allow for the company to consider more options.



#2404: MassEcon was contacted by MOBD to perform a search for a semiconductor company. They are searching for a facility already equipped for semiconductor operations. This includes class 10/100 cleanroom area, systems for handling toxic and flammable gases, waste treatment and appropriate alarms. A mothballed semiconductor facility is ideal.

Notes: Massachusetts has a strong history of semiconductor companies in the state, and although the semiconductor fabs might be less than some competitor states, there are still a multitude of suppliers that service the industry.



#2405: MassEcon received an introduction to an adhesives & coatings company looking to expand in northeastern Massachusetts. The introduction came from MOBD. The company is seeking a 2.5-10 acre site to build a 12,000-18,000 SF building. The land site will have to accommodate future expansion of 3,000-6,000 SF, and the doubling of the workforce.

Notes: MassEcon staff always asks the question as to whether the company wants to go into an existing facility. In this case, the company would prefer to start from scratch so that they could set the interior and exterior to best suit their needs. They identified 4 communities (Tyngsboro, Chelmsford, Westford, and Lowell) that were the only 4 they'd consider (workforce considerations).



Ask the Expert!

Ask The Expert David Theriault



Manufacturing in MA

Visit the MassEcon ReadyMass portal to see our latest featured Expert, **David Theriault, President of Elite Envelope**. Please submit your questions and read the company's Massachusetts story [here](#). Stay tuned for answers from **Jeffery Leathe, CEO of BIOCIUS Life Sciences**.

Member News

Welcome to New MassEcon Member MetLife!

MetLife, Inc. is a leading provider of insurance and other financial services to millions of individual and institutional customers throughout the United States. The key MassEcon contact for MetLife will be [Sharon Ault](#), Financial Services Representative/Investment Advisor.



Northeast Utilities plans to merge with NStar in a \$4.2B deal, which will expand its power to influence regional and national energy policy. Click [here](#) for the story.

Welcome iRobot, as a new Ambassador company! Stay tuned for our interview with Colin Angle.

Nick Masci, Business Development Manager at **Dacon Corporation**, will represent the company as a panelist at the **New England Clean Energy Conference** at the Hynes Convention Center on November 3rd and 4th. The two day event will provide attendees with the latest investment strategies, business insights and fund raising strategies relating to the robust growth industry that is green technology.



Sherin & Lodgen recently held its Annual Real Estate Seminar "Big Box Reuse," where over 150 real estate professionals gathered including panelists John Barbato, Ocean State Job Lot, David Katz, RK Associates, and Ben Starr, Atlantic Retail Properties. Click [here](#) to listen to the panel discussion.



The **AGC of MA** will co-host its Annual Economic Program with the CFMA. The program will discuss *The Pulse of the Economic Climate* on November 30th at the Newton Marriott Hotel. Click [here](#) to register.

The **495/MetroWest Partnership** held its Annual Meeting on October 8th and, through the month of October, hosted three gubernatorial forums.

Mike Edward, most recently Senior Vice President with **Lincoln Property Company**, was named Executive Vice President and Managing Director of the **Grubb & Ellis Boston office**.

Symmes Maini & McKee Associates welcomed a new Project Manager/Architect, Steven Vincent.

Staff in Action

Susan Houston recently met with a board member of Massachusetts Technology Leadership Council to discuss how MTLC and MassEcon can collaborate on future ventures. Susan also attended the Business Resource Team meeting in Fall River, joined by Doug Kehlhem, to hear the perspective on economic development in the South Coast and Southeastern Massachusetts; Business Resource Team meetings are being held throughout the state, and MassEcon staff have been attending all sessions. Susan, along with MassEcon member Allan Blair, will be a speaker at the City of Springfield Developer Conference on October 27, and she also has been coordinating MassEcon's Venture Capital Roundtable – fully subscribed! – to be held on October 28. Finally, Susan was re-elected to the Board of Directors of the 495/MetroWest Partnership at its Annual Meeting.

Doug Kehlhem met with Western Mass EDC along with the Partners & Infrastructure Committee in Chicopee earlier this month. He also represented MassEcon at a CoreNet Golf Outing with Northeast Utilities. Doug gathered the ReadyMass Site Evaluation Committee this month to review this quarter's MarketReady Properties. He is also building a Business Recruitment Subcommittee, along with other members of the Location Support Committee, to strategize in and out of state business recruitment efforts. Doug continues to participate in the planning for BIO 2011 International Convention. He will also present MassEcon services to the Plymouth Chamber of Commerce later this week.

Rob Anderson, after being contacted by an in-state real estate broker, set-up a meeting with MOBD and the Boston Redevelopment Authority to discuss the company's interest in responding to an RFP to develop a Boston facility. Next up was a tour of TradeCenter128, the Cummings Property building in Woburn. Rob escaped to Maine for some vacation before coming back for the outstanding NAIOP Bus Tour. Most recently, at the invitation of MOBD, Rob went to Rhode Island to meet with a metal fabrication company looking to expand and relocate. Later this week, Rob will be speaking at an economic development event in Franklin.

Mary Duggan has been building attendance and coordinating logistics for this year's Economic Impact Awards Luncheon. She also traveled to iRobot's headquarters in Bedford to interview CEO, Colin Angle for the Ambassador's Ask the Expert Series. Mary recently attended PoweredUP Boston, the MassChallenge Final Ceremony, and Solomon McCown's Social Media in the Age of Crisis Panel Discussion.

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Would you like to let members know about news or events?
Please contact me at mduggan@massecon.com with the details.

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