



MassEcon

Location is everything.

SEPTEMBER 2010

News Update for Members

MassEcon News



Seventh Annual Team Mass Awards Finalist Reception

Economic Impact Awards Finalists Reception A Success

On September 15th at the UMass Club in Boston, executives from 27 growing companies gathered with MassEcon and event sponsors for the Seventh Annual Economic Impact Awards Finalists Reception. After a brief networking session, representatives from the 27 nominated companies addressed the crowd of over 100 attendees, providing valuable insight to each firm's success story during a one minute elevator speech. The representatives then met with a distinguished panel of regional judges to further describe the importance of each firm's economic impact. Award winners will be announced at the end of the month and will receive awards at the 7th Annual Economic Impact Awards Luncheon on November 23rd in Boston. Click [here](#) for the press release.



Andy Chu from A123 Systems making the pitch at September 15th's Team Massachusetts Economic Impact Awards Finalist Reception. [Click here for more pictures from the event.](#)

MassEcon Travels to Phoenix for CoreNet Global Summit

MassEcon joined over 1,600 real estate professionals at the CoreNet Global Summit in Phoenix, Arizona where experts from across the country met to discuss methods for enhanced growth in this rebounding industry. Headlining the three day event were renowned public intellectual Richard Florida and author/TV personality Jeff Salz. Presenters remained optimistic while citing "human creativity" as a key factor in the pending turnaround of the real estate market. For more information click [here](#).

MassEcon Site Tour for Chinese Manufacturer Sojitz

MassEcon has been working with Sojitz, a Chinese manufacturer of mass transit vehicles, during the company's site selection process. MassEcon toured 16 real estate options covering the Greater Boston, Western, MetroWest, Northeast, and MetroSouth regions, and brought in its economic development partners to provide regional and local insights.

MassEcon is now on LinkedIn!

MassEcon members can now connect with each other on LinkedIn through [MassEcon's new LinkedIn group](#). Join the group and start a topic of discussion!

Follow MassEcon on Twitter!

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

Committee Activity

MassEcon's 2010 Committees

- Location Support:
John Ziembra, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs
Next Meeting: ReadyMA Site Evaluation Oct. 6th at 10AM, RBJ, 53 State St., Boston

*The Location Support committee is looking for members to participate in a **Business Recruitment Subcommittee** to explore ways to build upon the success of this year's Site Selector Initiative by hosting additional regional or industry sector site selector visits to Massachusetts and representing Massachusetts at important events around the country.*

First Meeting: Oct 6th at 12noon, RBJ, 53 State St., Boston
All members are welcome to join. RSVP to [Mary Duggan](#)



Mark Hochstetler from OPK Biotech at the Finalists Reception

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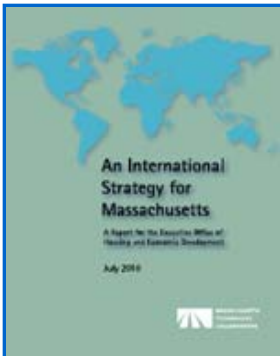
CALENDAR

September 24
Members & Board Meeting

October 26
SM& Presents:
Crisis in the Age of Social Media

October 28
(Note-New Date)
Venture Capital Roundtable

November 23
Team MA Economic Impact Awards Luncheon



An International Strategy for Massachusetts by the Mass Tech Collaborative

- [Marketing Committee](#)
Michelle Cammarata, KPMG and Gen Cahill, BSC Group, Co-chairs
Meeting at KPMG on September 20th. Group discussed member prospect marketing materials and marketing of the Economic Impact Awards Luncheon.
- [Economic Impact Awards Committee](#):
Carol Adey, CresaPartners, Chair
Next Meeting: TBD
- [Membership Committee](#):
Jack Burns, CresaPartners, Rob Reilly, Fidelity, Doug Landry, VHB Co-Chairs
Next Meeting: TBD

MassEcon Events of Note

Members and Board Meeting

September 24, 2010

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

Time (*note early start*): 8:00-8:30 Networking and Coffee, 8:30- 9:15 Presentation & Q&A, 9:15-10:00 Members Meeting, 10:00-11:00 Board Meeting

Featured Speaker: **Chuck Anderson**, Massachusetts Technology Collaborative

Guest Resource: **Ted Carr**, Executive Director, Massachusetts Office of International Trade and Investment

Presenting: *An International Strategy for Massachusetts*

Click [here](#) to view the MTC report.

Please RSVP to [Mary Duggan](#)

SM& Presents: Crisis in the Age of Social Media

October 26, 2010

Location: Boston Harbor Hotel, North Atlantic Room

Time: 7:30-9:30AM

Moderator: **Lisa van der Pool**, BBJ

Panelists: **Perry Hewitt**, Harvard University

Brian Leary, McCarter & English, LLP.

Ashley McCown, Solomon McCown

Jeff Moriarty, The Boston Globe

John Pepper, Boloco

Free Event. Click [here](#) to RSVP

Venture Capital Roundtable

October 28, 2010

Location: Nutter McClennen & Fish LLP, 155 Seaport Blvd, Boston

Time: 3-5PM

Among the Resource Experts are:

John Harthorne, Founder & CEO, MassChallenge.

Other resource experts are being assembled. Space is limited to the first 15 respondents.

If you are interested in attending this roundtable, please contact [Mary Duggan](#)

7th Annual Team Massachusetts Economic Impact Awards Luncheon

November 23, 2010

Location: Boston

Time: 11AM Registration, 12-2PM Program and Lunch

For sponsorship information contact [Rob Anderson](#), or to view the benefits click [here](#)

For ticket and table information, please contact [Mary Duggan](#)

Project Updates

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Ask the Expert 



#2258: PROJECT WIN: In February 2009, MassEcon was contacted by the Massachusetts Office of International Trade and Investment for an international company that was looking to consolidate facilities. John DiNapoli was the MassEcon representative in conversations at this early stage and provided three result sets to MOITI; however, things quieted down with the state. The client company, Dassault Systems, just recently inked a massive lease for up to 325,000 square feet of office and lab space in Waltham.

Notes: Although MassEcon is calling this a project win, the lease in Waltham means that two other Dassault facilities, one in Concord and one in Lowell, will be vacated. The fact that they are still in the state is beneficial but probably not warm news for the communities losing tenants.

#2392: MassEcon was contacted by MOBD for a site search for a wood products manufacturer that needed a minimum of 120,000 square feet of existing space. The search was statewide and some of the requirements included 20-foot clear ceilings, 30-foot structural bay spacing, 12-20 acres for outside storage, and rail to the building preferred.

Notes: As a statewide search, MassEcon communicated with the regional economic development groups and MassEcon members to make sure there were enough properties that fit the need. Western Massachusetts had some good options and Osgood Landing in North Andover was submitted to the client as well.

#2394: MassEcon was contacted by an international company that was looking to lease land for a wind turbine test field for new prototype turbines. The land site needs to be in an area of good wind flow, flat terrain without obstructions from trees, buildings or large objects; from a logistical standpoint abandoned airports, farmland, or cleared fields work well. The site needs a strong local grid to handle loads, so local transmission line sizes are a consideration.

Notes: Massachusetts has taken a lead in green technology and green energy and MassEcon staff has noticed this in the types of projects that come into the office – this is one of those leads. The fact that the company identified Massachusetts to lease land when neighboring states have much more open land (and mountains with good wind flow) suggest the state's policy decision to "go green" has positive outcomes from a business development standpoint.

#2395: MOBD contacted MassEcon to help a Waltham-based safety equipment manufacturing company find a single-story, single or multi-tenant 15,000-20,000 SF facility to lease or buy within Waltham or a surrounding community. Requirements for the company included 30 parking spaces, 1 loading dock, and 10,000 SF of manufacturing space. They also had a preference for access to public transportation and access to 95/128. MassEcon sent a Bulletin and met with the company.

Notes: At the meeting with the company, MassEcon highlighted the benefits of employing a real estate broker to help with the search, site tour, and negotiations. The company asked for two recommendations, and both brokerage firms had an opportunity to present to the client.

Ask the Expert!

Visit the MassEcon ReadyMass portal to see our latest featured Expert, **Jeffrey Leathe, CEO of BIOCIUS Life Sciences**. Please submit your questions and read the company's Massachusetts story [here](#). The lines will be closing soon, so take this chance to submit your questions.

Member News

Campanelli Companies has been named by A.W. Perry as the Construction Management Team for the development of 2 Pond Park Medical Center in Hingham, MA. Perry South Shore Development will lead the development of the 78,300SF medical building. Click [here](#) for more info.

NAI OP launched a new website with enhanced resources, including some member-only features. For more, go to www.naiopma.org.

Representatives of the **Economic Development Council of Western Massachusetts** and the **Western Massachusetts Electric Company** will visit the Netherlands again from November 11-16. Michael Graney and David Driver will meet with Dutch companies that are

Welcome iRobot, as a new
Ambassador company!

iRobot



interested in doing business or investing in their region.

BSC Group welcomed **Thomas Loughlin**, former MassDOT Director of Statewide Highway Operations, to its transportation group in Boston as Transportation Project Director.

Staff in Action

Susan Houston was appointed to the Board of Directors of JVS, a non-profit founded in 1973 that focuses on workforce development and training. Part of JVS's mission is to partner with employers to help them hire, develop and retain productive workforces. Susan has also been on the road cultivating new members for MassEcon (watch for announcements soon) as well as working with the Executive Office of Housing and Economic Development to institutionalize MassEcon's role in state economic development.

Doug Kehlhern represented MassEcon amongst 1,600 other real estate professionals at the CoreNet Global Summit in Phoenix, Arizona from September 19th to the 21st. He is also preparing a portfolio of MarketReady properties for a site evaluation meeting early next month. Doug was also the lead organizer of the Sojitz site tour and continues to remain involved as the company narrows its selection to a short list.

Rob Anderson was popping in and out of the MassEcon office like popcorn in September. Rob met with a manufacturer in Waltham (which he introduced to 2 MassEcon members: RBJ and Thompson Hennessey); an IT company where MassEcon member Lincoln Property Company wanted to learn more about incentives and Rob brought along MOBD; and a meeting with a French biotech company looking for small space in Massachusetts where the Biotech Council, MOBD, MassDevelopment, and Life Sciences Center participated. Rob also toured rail yards in Chelsea and Everett with a representative from the Regional Transportation Advisory Council. Luckily Rob made it back to the office safely after the tour, as he also did after attending the Executive Office of Housing & Economic Development briefing session on state business development programs in the Merrimack Valley September 23.

Mary Duggan has been busy working behind the scenes building momentum for the Team Massachusetts Economic Impact Awards Luncheon. She has also been working with the Marketing Committee to implement more Web 2.0 strategies and revamp MassEcon literature. Mary plans on traveling to new Ambassador company iRobot's facility later this month to interview Colin Angle as part of MassEcon's Ask the Expert series.

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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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