



# MassEcon Developments

## News for Members

September 2011

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Dear MassEcon Member,

The Economic Impact Awards Finalists Reception was a great success, and MassEcon has even more exciting events on the horizon. We hope you can join us for our Member and Board Meeting on September 30th!

### MassEcon News

#### Team MA Finalists Reception

On September 14, MassEcon held the Finalists Reception for the **Team MA Economic Impact Awards** honoring 23 finalist companies from the Berkshires to Greater Boston. Each company presented their unique Massachusetts growth stories to the judging teams, sponsors, and guests in attendance at the UMass Club in downtown Boston. The winners from each region will be announced in early October, and the 8th Annual Team MA Economic Impact Awards Luncheon will be held on **November 22nd** at the Seaport Hotel. For more information about the event, finalist companies, and [photos](#), please click [HERE](#). Thank you to our judging teams for their wise counsel and hard work!



Team from Communispace at the September 14th Finalists Reception



Secretary Greg Bialecki speaking with Southeast region judge Wayne Canty of Heat Trace Products.



Western region judging table at the September 14th Finalists Reception

#### SouthCoast Life Science Reception

MassEcon helped sponsor the SouthCoast Life Science Reception on September 19th, hosted by the **SouthCoast Development Partnership**. The event, featuring Governor Deval Patrick and business leaders around the state, focused on how the South Coast can benefit the life sciences industry in Massachusetts.

#### Site Visits to Priority Development Areas

MassEcon has been invited to join Secretary Bialecki for a series of meetings and site visits in the I-495 region to discuss the **495/MetroWest Development Compact** and the identified Priority Development Areas (PDAs). Each community has been asked to identify one PDA in particular that they feel is their top priority for new economic development. Site visits took place in the towns of Marlborough, Westborough, and Northborough on September 26th, and future visits are scheduled as follows:

- October 3rd:* Littleton, Westford, Boxborough
- October 5th:* Framingham, Natick

The intent of the visits is to assess the attractiveness of the the properties to the private sector and to discuss particular challenges or prospects for the sites. The **495/MetroWest Partnership** has played a leadership role in the Compact's work. Thank you to **Brian Cohen** of **RBJ Real Estate** and **Doug Landry** of **VHB** for being part of the site visit delegation.



Thank you to our current list of sponsors for this event!



To find out how your company can become a sponsor, click [here](#), or call Susan for more information.

### Sales Training Session

On September 1st, MassEcon took part in a sales training session led by **Mike Petinge** of **Abel Womack**. The meeting covered a range of topics including a discussion on the most effective means of expanding membership within an organization. The meeting was very informative, and MassEcon would like to thank Mike for leading the discussion.

### Welcome New Members

Please join us in welcoming the two newest members to MassEcon, **New Balance** and **Aerotek**!

Footwear manufacturer **New Balance** has had strong ties to the state of Massachusetts since its founding in Boston in 1906, and continues to be leader in the business community. Jay Rourke of New Balance's subsidiary group NB Guest Street Associates will be representing the firm at MassEcon. Special thanks to Doug Landry of VHB for facilitating the introduction between MassEcon and New Balance.

**Aerotek** is a staffing agency headquartered in Maryland with Massachusetts locations in Boston, Braintree, and Woburn. It was recently recognized as the largest Clinical/Scientific staffing firm in the U.S. based on estimated 2010 revenue. Brian Walsh and Wendy Durkin, Directors of Business Operations with Aerotek, will be representing the firm at MassEcon. Special thanks to Nick Masci of Dacon Corporation for facilitating the membership process.

### 2011 Committee Updates

- **Program and Events:** Next meeting October 6, 10:00am-11:00am at 888 Worcester St, Wellesley
- **Location Support:** Next meeting October 28th, 10:30am-12:30pm at Richards Barry Joyce & Partners, 53 State Street, Boston

For full information on the committees, please click [here](#). If you would like to join a committee or attend a meeting, please contact [Sean Getchell](#).

### Upcoming Events

#### MassEcon Members & Board Meeting

Date: September 30th

Place: [Gillette Stadium, 1 Patriot Place, Foxborough](#)

Time: 8:30-9:00am Networking

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

10:00-10:30am Members Business Meeting

10:30am-11:30am Board Meeting

**Featured Speaker: Jim Rooney, Executive Director, Massachusetts Convention Center Authority**

RSVP to [Sean Getchell](#)

#### Industry Roundtable: Optics, Photonics, and Advanced Instruments

Date: October 18th

Place: Osgood Landing, 1600 Osgood Street, North Andover, MA

Time: 10:00am



Connect with MassEcon through these social media outlets.



If you would like to tape a 15 minute interview on MYOB Radio to talk about a project or company that you are working with, please contact

[Sean Getchell](#)



The Massachusetts Internship Collaborative offers college students a state-wide internship database. Register your company's internship opportunities [here](#).

Ask The Expert **Colin Angle**



Leading the Robotics Industry

ASK THE EXPERT  
Colin Angle, CEO, iRobot  
Click [HERE](#) to ask Colin a question.

**Featured Speakers: Dennis Cope, President, Ophir Optics; Dennis Merrill, Senior Director, Thermo Fisher Scientific; John Dexheimer, President, LightWave Advisors, Inc.**

If you are interested in attending this Roundtable Discussion, please RSVP to [Sean Getchell](#). First come, first served!

### 8th Annual Team Massachusetts Economic Impact Awards Luncheon

Date: November 22nd

Place: Seaport Hotel, Boston

Time: 11:00am Registration, 12:00pm - 2:00pm Program

**Featured Speaker: Governor Deval Patrick**

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

For sponsorship, ticketing, and table information, please click

[HERE](#) or contact [Sean Getchell](#)

### Annual Meeting and Holiday Lunch

Date: December 15th

Place: UMass Club, 225 Franklin St, Boston

Time: 11:00am Meeting, 12:00pm Holiday Lunch

**Featured Speaker: Robert Caret, President of UMass**

### Projects

#### #2479:

MassEcon and MOBD are working with a Philadelphia based site location consultant representing a major retail client. The client needs a 600,000 SF distribution facility with 35' clear and 75 loading docks. 60-80 acre land sites will also be considered. The Greater Springfield area is the preferred location. *Notes: No existing facilities matching all of the above specifications have been identified; it's more likely the company will need to build-to-suit.*

#### #2480:

MassEcon and MOBD are working with a Florida-based real estate broker representing a metals manufacturing company. The company needs a 125,000-175,000 SF facility with heavy power infrastructure in place. This company represents 350 potential jobs and multiple states are being considered at this time. Several existing facilities in Massachusetts have been submitted to the company representatives. *Notes: The Florida based broker is currently reviewing many existing buildings that were submitted by the Massachusetts team.*

\* Please contact [Doug Kehlhem](#) for more information.

### Member News

Congratulations to **Marty Jones** of **MassDevelopment** for her election to the New England Council (NEC)'s Board of Directors. Marty was selected along with nine other regional business leaders to serve on the Board for NEC, a non-partisan alliance of businesses, academic and health institutions, and public and private organizations. Click [here](#) to read more.

**IBM** will be hosting a delegation of around 55 executives from Italy on October 5th for a tour of the IBM Innovation Center in

## Sponsored Events:

Solomon McCown's 16th Panel:  
"Leadership in Transition"

**Date:** October 20th, 7:30-9:45am

**Location:** Atlantic Wharf, 290 Congress St. Please click [here](#) for more information

4th Annual Clean Energy Connections  
Conferences and Opportunity Fair

Date: November 2nd

Location: MassMutual Center, Springfield  
Please click [here](#) for more information

Please contact [Sean Getchell](#) if you have any questions.

Waltham and a discussion of the innovation landscape of Massachusetts. **Joe Perry** of IBM will help lead the tour of the Innovation Center and Vice Chairman **Fred Mulligan** will provide a brief introduction to MassEcon during the meeting.

**Dacon Corporation** took part in The New England Healthcare Engineers Society (NEHES) Fall Conference from September 25-28 in Killington, Vermont. The conference was titled: "Healthcare Engineering, Taken to New Heights," and **Nick Masci** of Dacon Corporation presented on the topics of A3 Planning and problem solving tools in the construction industry. Click [here](#) for more information.

**Brian Cohen** of **RBJ Real Estate** took part in a Massachusetts Economic Development Council (**MEDC**) panel on September 16th to discuss successful economic development strategies in the real estate sector. The panel highlighted ways in which real estate and workforce development can attract and grow business within the Commonwealth.

Please send [Sean Getchell](#) your member news!

## Staff in Action

**Susan Houston** spent much of September organizing all aspects of the Team MA Economic Impact Awards Finalists Reception, and helped coordinate the judging teams to decide on the award winners in each region. Susan was also busy with the planning of the SouthCoast Life Science Reception, at which Governor Patrick was a featured speaker.

**Doug Kehlhem** was busy in September fielding several site location requests and visiting the Priority Development Areas (PDAs) in Marlborough, Westborough, and Northborough. Doug also attended the National Grid Community Summit, and is planning several out-of-state visits to showcase the Commonwealth's assets.

**Sean Getchell** helped organize the logistics for the September 14th Finalists Reception, which included helping coordinate the regional judges' site visits to the Finalist companies. Sean also attended a members meeting for the Massachusetts Economic Development Council and helped plan the MassEcon Members and Board Meeting at Gillette Stadium.

**Carlin Reilly** is the newest member of MassEcon and began her internship with MassEcon in early September. She is a recent graduate of Syracuse University with a degree in Marketing Management. In September, Carlin helped plan the logistics for both the Finalists Reception and the MassEcon Members and Board Meeting.