



MassEcon

Location is everything.

April 2010

News Update for Members

MassEcon News



Click the logo above to find event takeaways.



Peter Carty speaking at the Biotech Roundtable.

Corporate Welcome Reception

For all MassEcon members who were able to attend, the Corporate Welcome Reception at Genzyme on **March 23rd** was a huge success. Representatives from 10 new and expanding companies in Massachusetts attended, and MassEcon created a business-friendly environment for its members to interact with these new state entrants. To learn more about the event, see pictures, and video [click here](#).

Biotechnology Roundtable

On **April 13**, MassEcon members and industry experts met at **Dacon Corporation's** office in Natick to discuss **Biotech Manufacturing in Massachusetts**. **Peter Abair** of MassBio offered insight on the industry's progressive growth over the past eight years, as well as the state's presence as a global leader in the industry. **Peter Carty** of Genzyme Corporation and **Gregory Lewis** of Human Shire Genetic Therapies spoke about their respective companies and Massachusetts's rich talent pool to fuel them. **Melissa Walsh** spoke about the Massachusetts Life Sciences Center and its work in educating constituencies about the opportunities in life sciences and helping companies in a number of capacities including site selection, tax incentives, and funding. Opening remarks from the key resources were followed by discussion on how to expand the biotech industry in Massachusetts and maintain its established position in the global biotech community moving forward. Click here to read the [Executive Summary](#).

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Roundtable Notes

MassEcon has had great turnouts for its two Industry Roundtables this year. Executive summaries for the events are available on our web site. We are also looking for sponsors for this year's two remaining roundtables, focusing on venture capital and medical devices. If you are interested in sponsoring/hosting an upcoming roundtable, please contact [Doug Kehlhem](#).

Follow MassEcon on Twitter!

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

Committee Activity

MassEcon's 2010 Committees Are Underway

- Marketing:
Michelle Cammarata, *KPMG*, and Gen Cahill, *BSC Group*, Co-Chairs
- Location Support:
John Ziemba, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs
- Programs and Events:
Geoff Howell, *DLA Piper*, David Hayes, *BSC Group*, Co-Chairs.
Next Meeting: April 22nd, 10am, 888 Worcester St, Wellesley
- Membership:
Rob Reilly, *Fidelity*, Doug Landry, *VHB*, Jack Burns, *CresaPartners*, Co-Chairs

If you have missed a meeting and would like to read the last meeting Minutes, or are still interested in joining a committee, please contact [Mary Duggan](#).

MassEcon Events of Note

CALENDAR

May 14
Member & Board Meeting

June 18 Annual Conference

July 15 Summer Reception

Member & Board Meeting

Date: **May 14, 2010**

Keynote: **Carlos Martinez-Vela**, Director of Innovation Policy, Mass Tech Collaborative

Presenting: [Index of the Massachusetts Innovation Economy](#)

Time: 8:30-9:00 networking, 9:00-10:00 presentation & Q+A, 10:00-10:30 member meeting

10:30-11:30 board meeting

Location: 200 Friberg Parkway, Westborough

[Directions](#)

Annual Conference

Date: **June 18, 2010**

Time: 8am-10am

Location: Newton Marriott Hotel



Project Updates

ID # 2361: MassEcon was asked by the state's Office of Business Development for a site search for an in-state solar technology company seeking a 60,000-100,000 SF facility to lease or buy within an hour of Boston. There were certain facility size requirements, but the focus soon shifted to a land site to build the facility on, rather than finding an existing facility.

Notes: MassEcon, through its referral process, helped set up face-to-face meetings with three members in real estate, design, and construction, with the company. Although it would have been great if all received business, MassEcon is pleased to report that one member in design and construction appears to have secured a working relationship with the company.

ID # 2366: An In-state consultant contacted MassEcon for a large site search for a distribution client. There were two options: 1) 15 acres of land to purchase for the construction of a 250,000SF facility and outdoor storage. The land must contain an existing building, industrial zoning, and proper permitting, or 2) a 60,000SF warehouse facility to purchase with land to expand.

Notes: There has been an uptick in the number of large distribution searches coming into MassEcon from consultants.

ID # 2367: MassEcon was contacted by the Executive Office of Housing and Economic Development on a time sensitive search for a large office user seeking 200,000SF of space to lease within 495.

Notes: The company had contacted the Governor's office directly with some issues regarding their current landlord and their lease rate. They had also expressed an interest in Boston proper, but wanted to pay suburban rates – MassEcon has noticed this trend since the downturn in the economy.

ID # 2370: MassEcon was contacted by a manufacturing company looking to expand in Woburn (their current location) or in Brockton (near the home of their CFO). The company is in the early stages of expansion and their 10,000SF search would bring their employment from 5 to 25.

Notes: MassEcon was able to answer some questions for the company about the incentives in Massachusetts and was able to make an introduction between the company and one of its members that specialized in this area. MassEcon also introduced the company CFO with a member vacating space in Wilmington, that closely fit the company's requirements.

Ask the Expert!

Ask the Expert David Arkowitz



Developing business in MA

Thank you to those who submitted questions to AMAG Pharmaceuticals EVP and CFO, David Arkowitz. David's answers will be posted on massecon.com/readymass shortly. Our upcoming featured company is **Elite Envelope**. If you would like to recommend a future Expert, contact [Mary Duggan](#).

Member News

Member Survey! MassEcon is asking its members to fill out a quick survey reflecting on MassEcon services. MassEcon will aggregate the responses and incorporate them in future planning and programming. So, please take a minute to fill out the following [survey](#) and email it to [Mary Duggan](#).

The O'Connell Companies Development Manager, **Francesca Maltese**, was recently elected as a member of the Board of Trustees at Worcester Polytechnic Institute.

Vanasse Hangen Brustlin, recently acquired Fla.-based planning and engineering firm

MSCW. The merged companies will be doing business in Florida as VHB MillerSellen. Click [here](#) for more details.

495/MetroWest Partnership Executive Director **Paul Matthews** recently participated in a public forum, hosted by Senator Karen Spilka, on the information technology industry in Massachusetts. Matthews was also recently featured in the Worcester Business Journal about his work in economic development. Click [here](#) for the article.

NAIOP Chief Executive Officer, **David Begelfer** will be awarded at the Massachusetts Housing and Shelter Alliance Spring Fundraising Event for his work generating housing solutions for homelessness. For details on the event, click [here](#).

Staff in Action

Susan Houston has been introducing the state legislature to MassEcon's work and the benefits of incorporating MassEcon's services in the economic development reorganization plan under consideration. On April 5th, Susan traveled to Franklin for a forum on the IT industry in MA; the forum, which was sponsored by Senator Karen Spilka, featured several Team MA Economic Award Winners including CSN Stores, IBM, and iRobot. Later in the month Susan presented with Claire O'Neill of MOBD and Bonnie Sullivan of MassDevelopment at a CoreNet workshop, discussing the economic development resources in Massachusetts.

Doug Kehlhenn was busy preparing for the CoreNet Global Summit in New Orleans this month. Currently at the Summit with Team New England colleagues, Doug is working on business recruitment for Massachusetts. On March 24th, Doug presented on MassEcon services at the Town of Framingham EDIC seminar. On April 7th, Doug completed the first evaluation session of potential 2010 MarketReady sites at RBJ in Boston.

Rob Anderson was out and about the past month. On March 30th he and Doug gave a presentation on MassEcon at CresaPartners for their *Lunch & Learn* series. Doug and Rob are happy to do these for any of the MassEcon members. On April 12th Rob attended the 495/MetroWest Partnership's Transportation Committee meeting learning about the state's freight and rail plan from MassDOT and CSX. That evening Rob attended a Town Hall Meeting in Westminister with Core Investments for rail development at the Westminister Business Park.

Mary Duggan has been busy in the office coordinating for upcoming MassEcon events. On April 14th Mary attended an open house at Vivox, a gaming technology company based in Natick. The Open House Series is part of the start *here* initiative and is run by the New England Venture Capital Association. Later this month, Mary plans on visiting members at their offices and interviewing professionals for our 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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