



celebrating

**25**  
*Years*

ANNUAL  
**2018**  
REVIEW



Susan Houston  
Founding Executive Director



Stephen Flavin  
Chairman



Peter Abair  
Executive Director

Dear Friends,

It is a pleasure to report to you on the efforts and accomplishments of MassEcon for 2018, our 25th anniversary year.

As we reflect on our formation in 1993, we acknowledge the foresight of our founding members in recognizing the unique role a public-private partnership can play in promoting Massachusetts as a place to do business. MassEcon has grown from a consortium of utility companies to become an alliance of multiple industry sectors, chamber and industry associations, the public sector, and regional and local economic development organizations – all joined by the vision of the original founders.

This vision is grounded in the belief that an economic development culture must be institutionalized. In this spirit, MassEcon is proud to have worked with six gubernatorial administrations and to have delivered services over a period marked by both extraordinary growth and sobering recession. The payoff of increased jobs and investment in the state can only result from a steady, focused effort, and we are grateful to our members for supporting MassEcon over time. Over the twenty-five year period, MassEcon's work, in concert with state and local partners, has resulted in bringing over 275 companies and 30,000 jobs to the Commonwealth.

During 2018, 50 companies planning for future growth relied on MassEcon's services to evaluate the Commonwealth as a location for expansion and relocation. Our progress over the year reflects the efforts of a team that includes public officials; the business community; state, regional, and local economic development professionals; and our dedicated corps of members. MassEcon brings a consistent, non-partisan voice to the enterprise, and we are proud to bring value to the team.

Looking ahead, MassEcon will continue to invest in initiatives that are essential for the long term. Celebrating the achievements of Massachusetts businesses, providing expert location support to expanding companies, taking the Massachusetts story on the road, and showcasing all regions of the state are foundational elements of MassEcon's work.

As we enter 2019, MassEcon passes the torch from its first Executive Director, Susan Houston, to new leadership under Peter Abair. We look forward to MassEcon's next exciting chapter and thank our members, staff, and partners for making our work possible.

Susan Houston  
Founding Executive Director

Stephen Flavin  
Chairman

Peter Abair  
Executive Director

**MassEcon** founded in 1993, is a non-profit, non-partisan entity that champions Massachusetts as the best place to start, grow, or locate a business. Bringing the public and private sectors together, we work to create a supportive culture, enhance business growth, promote investment in communities, and spread prosperity throughout the state.

## Site Location

MassEcon's statewide Site Finder Service — including the ReadyMass 100 — is an economic development resource for companies seeking to expand or locate within Massachusetts. MassEcon staff work cooperatively with real estate brokers, site location consultants, and state, regional, and local economic development officials to enable companies to access property information that supports their real estate and location needs.

## Research & Information

MassEcon provides expanding and relocating companies with information about demographics, workforce, education, infrastructure, industry sectors, and other matters relevant to the location decision. In comparing Massachusetts to other states, MassEcon ensures that the full value proposition for a Massachusetts location is evident. Providing more than data, this service links companies with people and resources on the state, regional, and local levels.

## Marketing

MassEcon celebrates the achievements of Massachusetts companies from all regions of the state through its annual Economic Impact Awards; takes the Massachusetts story on the road through selected trade show and business development missions; hosts an annual reception for companies new to Massachusetts; and serves on the board of the Massachusetts Marketing Partnership.

## Massachusetts Ambassadors

MassEcon oversees the Massachusetts Ambassadors program, a network of senior executives throughout the Commonwealth who serve as peer contacts for companies evaluating the state as an expansion location. Ambassadors can volunteer their time by hosting visiting executives, providing media testimonials on Massachusetts as a place to live and work, sponsoring welcome receptions for companies new to Massachusetts, and other activities.

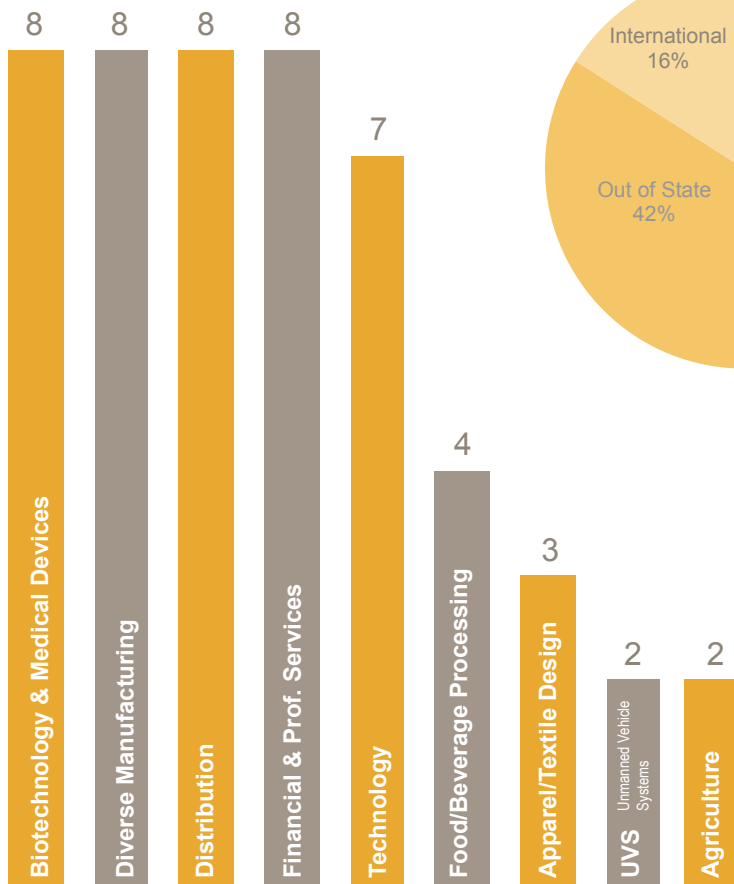
“ FOR MORE THAN TWO DECADES, MASSECON HAS DEVELOPED RELATIONSHIPS WITH TRUSTED AND INNOVATIVE ECONOMIC LEADERS FROM ACROSS THE STATE AND PLAYED AN INSTRUMENTAL ROLE IN BRINGING NEW BUSINESSES AND JOBS TO THE COMMONWEALTH.”

GOVERNOR CHARLIE BAKER

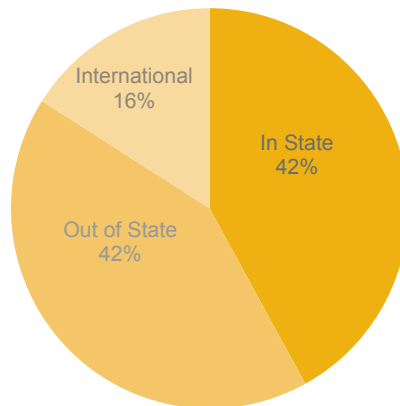
# Results: by the numbers

**IN CONJUNCTION** with the Massachusetts Office of Business Development and other state, regional, local, and industry partners, MassEcon is proud to have provided services this year to 50 companies considering Massachusetts as an expansion location; these companies represented a total of 5,500 jobs and came from within Massachusetts, out of state, and abroad. A unique element of MassEcon's services is rallying its members under the Team Massachusetts umbrella to provide labor force data, market overviews, community information, sector knowledge, and more – all on behalf of growing jobs in Massachusetts.

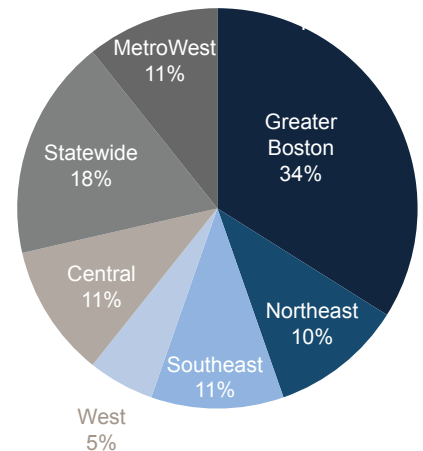
## Meet the companies



## Where they come from



## Where they want to locate



## Choosing Massachusetts in 2018

**Akcea Therapeutics**  
Boston  
**enVerid**  
Westwood

**Freudenberg Medical**  
Beverly  
**Wayfair**  
Pittsfield

“OUR GLOBAL SITE LOCATION PRACTICE REQUIRES BRINGING THE BEST RESOURCES TO OUR CLIENTS. WHEN WE’RE WORKING IN MASSACHUSETTS, WE GO RIGHT TO MASSECON, THE GROUP THAT HAS THE ABILITY TO GIVE US PRECISELY WHAT WE NEED. THEY’RE A TREMENDOUS ASSET TO THE STATE.

**KATIE S. BURDORF, PRINCIPAL, WDG CONSULTING**

## OVER 25 YEARS MassEcon has helped

275

COMPANIES

locate or expand in MA

adding over

30,000

JOBS

representing

25M

SQUARE FEET

### Our services have enabled these companies to expand and invest in Massachusetts

**Abiomed** Danvers | **Addgene** Cambridge | **Aerovox Inc** New Bedford | **Akcea Therapeutics** Boston | **Amazon** Fall River and Stoughton | **American Superconductor Corporation** Devens | **Aquaback Technologies** Tewksbury | **Astellas** Westborough | **Autopart International** Norton | **Bachman Electronic Corporation** Charlestown | **Backupify** Cambridge | **Baxter** Cambridge | **Baystate Chowda Co.** Lowell | **BC Ames** Framingham | **Biogen** Cambridge | **Biomedical Polymers** Gardner | **Bionostics** Devens | **Bluefield Research** Boston | **Bristol-Myers Squibb** Devens | **C&S Wholesale Grocers** Ayer | **Cbeyond** Burlington | **Checkerboard Limited** West Boylston | **CIL Inc.** Lawrence | **Cleveland Motion Controls** (Endine Inc.) Billerica | **CNR Changchun Railway Vehicles** Springfield | **Comcast** Plymouth | **Dassault Systemes** Waltham | **Device Technologies** Southborough | **Diamond Water Systems Inc.** Holyoke | **DMI** Bedford | **Eisai Industries** Andover | **Electronics Recyclers International** Holliston | **EMC Corp.** Franklin | **enVerid** Westwood | **ERD Metals** Avon | **ESP Solutions** Taunton | **FIBA Technologies** Littleton | **Freudenberg Medical** Beverly | **GE Headquarters** Boston | **GE Healthcare** Marlborough | **Gem Group** Lawrence | **Hans Kisse Inc** Haverhill | **Heat Trace Products** Leominster | **IDE** Randolph | **Insulet** Acton | **IntegraGen** Cambridge | **IPG Photonics Corp.** Oxford | **Jordan's Furniture** Taunton | **Keltron Corporation** Waltham | **KLT Industries** Webster | **Kraft Foods** Haverhill | **Lego Education** Boston | **Lifeline Inc.** Framingham | **Mack Technologies** Westford | **Macrogen** Cambridge | **Magellan Areospace** Haverhill | **Majilite Corporation** Dracut | **Markham Metals** Wilmington | **Merck** Boston | **Natco Corporation** New Bedford | **Netwatch** Watertown | **Novartis** Cambridge | **Nuvera** Billerica | **Oracle Corp.** Burlington | **Organogenesis** Canton | **Organon** Cambridge | **Paratek** Boston | **Parcel Direct** (Quad Graphics Inc.) Northborough | **Parlee Cycles** Beverly | **Performance Food Group** Springfield | **Phoenix Communications** Shrewsbury | **Pixily** (Now OfficeDrop) Cambridge | **Plastipak** East Longmeadow | **Precise Technology** Holden | **Pressure BioSciences** South Easton | **Progenika Biopharma** Boston | **Radisens Diagnostics** Boston | **Richline Group** Attleboro | **Ryerson Tull** Devens | **Sabian Cymbals** Marshfield | **Samsonite** Mansfield | **Sanofi-Aventis** Cambridge | **Schwarzkopf Technologies** Franklin | **Senior Whole Health** Cambridge | **Setra Systems** Boxborough | **Sherwood Brands** New Bedford | **Silver Line Building Products Corp.** Fall River | **Sirius Analytical** Beverly | **Sleepy's** Franklin | **Softub Inc.** New Bedford | **Solar Flair** Ashland | **Solectria** Woburn | **Solectron Corporation** Westborough | **Spherics** Mansfield | **Straumann** Andover | **Sun Microsystems** Burlington | **Team Plastics** Leominster | **Temptronic Corporation** Sharon | **Terrafugia Inc.** Woburn | **Tiax** Rowley | **Tissue Science Laboratories** Andover | **Titleist & Footjoy** New Bedford | **TranXenoGen** Shrewsbury | **Triton Technologies** Mansfield | **Universal Technical Institute** Norwood | **V&S Galvanizing** Taunton | **Vianix** Fall River | **W.G. Fry Corp.** West Springfield | **Wayfair** Pittsfield | **Weyerhaeuser Company** Freetown | **WRH Industries** Fall River | **Yankee Candle** South Hadley

Note: These companies were selected to demonstrate the breadth of companies served and are a subset of the full population.

“MASSECON IS A GREAT BUSINESS DEVELOPMENT PARTNER TO THE MASSACHUSETTS LIFE SCIENCES CENTER. THEIR LOCATION INTELLIGENCE AND DIVERSE MEMBERSHIP BASE HAVE BEEN INVALUABLE AS WE WORK TO EXTEND THE MASSACHUSETTS LIFE SCIENCES SYSTEM BEYOND CAMBRIDGE AND BOSTON.

TRAVIS MCCREADY, PRESIDENT AND CEO  
MASSACHUSETTS LIFE SCIENCES CENTER



## MassEcon on the Road

**HELPING THE COMMONWEALTH GROW** its rich economic base, each year MassEcon hosts out-of-state events that introduce the assets of Massachusetts to site selectors, those professionals on the front lines representing companies considering expanding or relocating. Our goal is to ensure that Massachusetts is on the short list as companies consider their expansion. During 2018, MassEcon hosted hospitality receptions in **New York, San Francisco, Denver, and Washington D.C.**

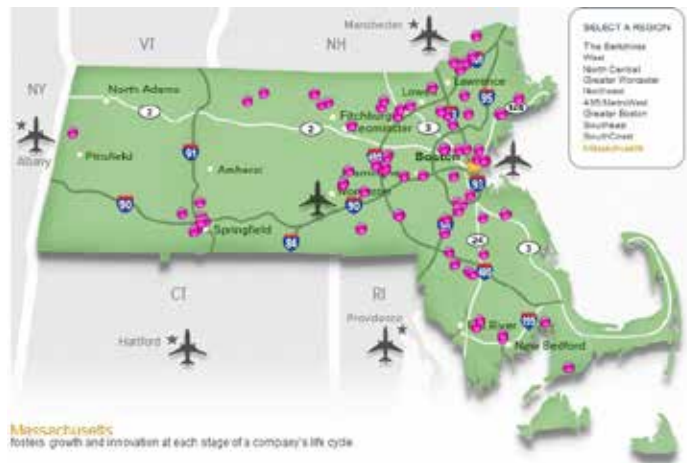
The **ReadyMass 100, an online resource**, showcases a continually refreshed portfolio of up



to 100 market ready properties that provide location options for expanding and relocating companies. These properties are zoned, permitted, infrastructure

served, and in Class A condition. The properties are presented within the context of data about demographics, workforce, education, and industry sectors — factors all critical to the location decision. Representing diverse property types, and selected by a committee of real estate experts twice yearly, the ReadyMass portfolio

sends a concrete message to the marketplace that Massachusetts can meet the real estate needs of growing companies in all parts of the state. MassEcon markets these properties through [massecon.com](http://massecon.com), earned media, and through a series of receptions with national site selection advisors.



“MASSECON IS AN OUTSTANDING PARTNER OF THE ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASSACHUSETTS. THROUGH THEIR MARKETING EFFORTS AND RELATIONSHIPS WITH LOCATION DECISION-MAKERS, WE HAVE MANY OPPORTUNITIES TO SUCCESSFULLY MARKET THE ASSETS OF WESTERN MASSACHUSETTS TO THE GLOBAL MARKETPLACE.

**RICK SULLIVAN, PRESIDENT AND CEO,  
ECONOMIC DEVELOPMENT COUNCIL OF WESTERN  
MASSACHUSETTS**





Panelists Daniela Rus, Corey Thomas, and David Lucchino with Featured Speaker Nav Singh and Moderator Shirley Leung

## Conference Panelists

### Moderator

**Shirley Leung**  
Columnist and Associate Editor at  
*The Boston Globe*

### Featured Speaker

**Nav Singh**  
Managing Partner, McKinsey & Company

### Panelists

**David Lucchino**  
Co-Founder, President and Chief  
Executive Officer, Frequency  
Therapeutics

**Daniela Rus**  
Professor and Director of Computer  
Science and Artificial Intelligence  
(CSAIL), MIT

**Corey Thomas**  
Chief Executive Officer, Rapid7

Lead Sponsor



## MassEcon's Annual Conference

MassEcon's Annual Conference, *The World of the Future: Key Drivers of Change*, was held for more than 115 attendees on June 1 at the Newton Marriott Hotel. The conference, sponsored by TD Bank, provided insights on economic growth and the ways in which technology and automation are changing the workplace. Entrepreneurs and leaders in business and academia engaged in a lively discussion on topics including artificial intelligence, the role of the private sector in educating the next generation, and political and social trends that affect business.



Shirley Leung, Columnist and Associate Editor of the Boston Globe, Moderating the 2018 MassEcon Annual Conference Panel's Discussion



(from left)  
MassEcon Annual Conference  
Panelist **Corey Thomas**, CEO  
of Rapid7, Discussing the Future  
of Work

McKinsey & Company Managing  
Partner **Nav Singh** Delivering  
2018 MassEcon Annual  
Conference Feature Presentation

Panelist **David Lucchino**,  
Co-founder, President, and CEO  
of Frequency Therapeutics,  
Speaking to Fellow Panelists and  
Audience at the 2018 MassEcon  
Annual Conference





MassEcon Chairman Stephen Flavin of WPI with Greater Boston Region Gold Winner Wayfair's CEO and Co-founder Niraj Shah and MassEcon Executive Director Susan Houston



Master of Ceremonies Lisa Hughes, WBZ Anchor

Presenting Sponsor **Citizens Bank®**

**Each year, MassEcon honors** growing businesses from each of the Commonwealth's five regions that make outstanding contributions to the Massachusetts economy. This event, which is the only celebration of its kind in Massachusetts, has recognized dozens of companies from throughout the state that have been leaders in job growth, financial investment, and community involvement. The process is launched with a Finalists Reception in September, when all finalists have an opportunity to tell their stories before their peers, and it culminates with an awards luncheon on the Tuesday before Thanksgiving. On November 20, before nearly 400 guests, MassEcon presented the **Fifteenth Annual Team Massachusetts Economic Impact Awards** to 15 companies that invested in the Commonwealth through job creation, facility expansion, and community involvement.

## ECONOMIC IMPACT AWARD WINNERS

### 2018

#### CENTRAL

Gold Table Talk Pies  
Silver Imperial Distributors  
Bronze Little Leaf Farms

#### GREATER BOSTON

Gold Wayfair  
Silver CloudHealth Technologies  
Bronze America's Test Kitchen

#### NORTHEAST

Gold MilliporeSigma  
Silver Krohne  
Bronze Endeavor Robotics

#### SOUTHEAST

Gold Moderna  
Silver Design Communications, Ltd.  
Bronze Cox Engineering

#### WEST

Gold MGM Springfield  
Silver CRRC MA  
Bronze Decker Machine Works



## Annual Corporate Welcome Reception

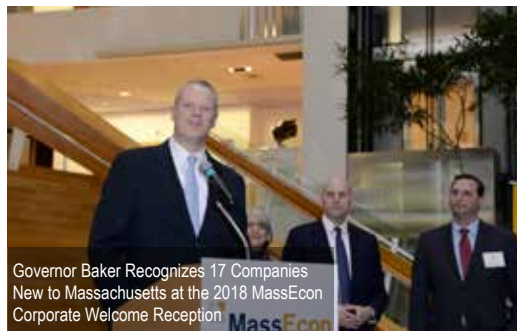
**Each year, MassEcon welcomes** companies new to Massachusetts at its Annual Corporate Welcome Reception. The event brings together over 100 private sector leaders and senior state officials to welcome companies that have recently opened offices in the state and to introduce them to the rich Massachusetts network.

Companies: Alexion | ASICS | Avianca Airlines | CELLINK | CILcare | Fresenius Kabi Compounding Histo-Scientific Research Laboratories | iboss | IndusPAD | LEVEL | LexaGene | The Muck Boot Company Mustang Bio | Pain Qx | Smartsheet | StemTek Therapeutics | Tufin



Representatives from 17 Companies New to Massachusetts Gather with Governor Baker at the 10th Annual MassEcon Corporate Welcome

**Thank you to host Sanofi and sponsor Kronos**



Governor Baker Recognizes 17 Companies New to Massachusetts at the 2018 MassEcon Corporate Welcome Reception



Debbi Ford, Head of Communications at Alexion (honoree company), and Vanessa Procter, Executive Director at Alexion

## Highlights 2018

### January 19

Members Meeting  
Dr. Alan Clayton-Matthews  
Northeastern University

### March 16

Members Meeting  
David Gibbons  
Executive Director, Massachusetts Convention Center Authority

### March 27

Corporate Welcome Reception  
Sanofi

### April 19

Reception for Site Selectors  
Washington, D.C.

### April 24

MassEcon Mixer  
WPI Seaport

### May 11

Members Meeting  
Lauren Liss  
President and CEO, MassDevelopment

### May 16

Reception for Site Selectors  
San Francisco

### June 1

Annual Conference  
World of the Future: Key Drivers of Change  
Newton Marriott Hotel

### June 13

Hospitality Reception for Site Selectors  
New York City

### July 11

Summer Reception Celebrating 25th MassEcon Anniversary

### September 12

Economic Impact Awards Finalists Reception  
Nutter McClennen & Fish LLP

### September 28

Members Meeting  
Ryan Blackmon  
VP of Advanced Technologies, Union Point

### November 20

Economic Impact Awards Luncheon  
Boston Renaissance Waterfront Hotel

### December 12

Annual Holiday Lunch  
Dr. Charles Steinberg, PawSox President  
UMass Club



celebrating

25  
Years

# Highlights: celebrating 25 years helping M



MA Alliance for Economic Development founded as state's first private, non-profit partnership to promote MA as a place to do business

'93



Publishes First MA Industrial & Research Park Directory with NAIOP

'94

Launches Site Finder Service



Revives Massachusetts Ambassadors Program

'98

Launches Research & Information Service



Convenes First Statewide Regions and Industry Clusters Forum

'01

Launches *In Brief*, e-newsletter showcasing growth in MA

'03

With MassDevelopment, jumpstarts **Massachusetts It's All Here** marketing campaign

'0



## MassEcon thanks those who have served as Chairs over its 25 years

Don Walsh | Paula Bishop | Eric Cody | Lawrence Reilly | Nancy Sala | Kevin Quinn | Michael DiGiano | Robert Brustlin | Jerry Sargent | Fred Mulligan | Brian Cohen | Stephen Flavin

PHOTOS, TOP FROM LEFT: Honorees at First Corporate Welcome Reception, 2009; Wyk Grousbeck and Gov. Patrick, 2010 Economic Impact Awards; Susan Houston with Pete Abair and Directors Stephen Flavin and Geoff Howell at 2018 Annual Meeting; WPI President Laurie Leshin, 2014 Holiday Lunch; Susan Windham-Bannister of MA Life Sciences Center, panelist 2011 Annual Conference; MassEcon Interns over the years; Mike Carragher of VHB with 2017 MassEcon Chairman Brian Cohen and Secretary Pollack at Holiday Lunch; Boston Chief of Economic Development John Barros, 2014 Summer Reception; Lauren Liss of MassDevelopment, MC Lisa Hughes, Gov. Baker, and Jerry Sargent of Citizens Bank, 2017 Economic Impact Awards; Secretary Bialecki moderating 2014 Annual Conference

BOTTOM FROM LEFT: Mike Scott, Susan Houston, and Marty Jones at 25th Anniversary Celebration; Assistant Secretary Mike Kennealy, 2017 Finalists Reception; Kerry Harrison and Rick Musiol of Citizens Bank with Featured Speaker MA Senate President Karen Spilka, 2018 Economic Impact Awards VIP Reception; Mayor-elect Yvonne Spicer of Framingham with staff, 2017 Economic Impact Awards Luncheon; Choosing Massachusetts Research Report; Secretary Ash with MassEcon Chairman Stephen Flavin, 25th Anniversary Celebration; Gov. Baker, 2015 Economic Impact Awards; Susan Houston and 2018 MassEcon Chairman Stephen Flavin with Former and Current Cabinet Secretaries

Photo credits: Janet Stearns and Carly Gillis



# Massachusetts grow



Visit [massecon.com](http://massecon.com) for 25th Year video



Hosts First Annual Team MA Economic Impact Awards



Hosts First Annual Corporate Welcome Reception



Appointed to Massachusetts Marketing Partnership Board



Hosts MA Showcase for National Corporate Location Advisors



Launches the READYMASS 100 Program



Publishes *Choosing Massachusetts for Business* with UMass Donahue Institute

- '04
- '08
- '09
- '10
- '11
- '13
- '15
- '17
- '18

Officially rebrands as MASSECON



“LEADERS OF EVERY INDUSTRY SHOULD BE INVOLVED WITH MASSECON. MASSECON IS UNIQUELY POSITIONED — BECAUSE OF ITS STATEWIDE REACH AND COLLABORATIVE ETHIC — TO MAKE IMPORTANT CONTRIBUTIONS TO THE STATE’S BUSINESS CLIMATE.

**JERRY SARGENT**  
PRESIDENT, CITIZENS BANK, MASSACHUSETTS

## STAFF

**Founding Executive Director**  
Susan Houston

**Executive Director**  
Peter Abair

**Senior Director**  
Douglas Kehlhenn

**Communications Director**  
Annie O'Connell

**Marketing and Research Assistants**  
Shivani Arya  
Kelsey Bechtel  
Elsa Crozier  
Katherine Edmondson  
Danielle Escamilla  
Nina Freedman

## 2018 BOARD OF DIRECTORS

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WPI

### TREASURER

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Nutter McClennen & Fish LLP

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DLA Piper LLP US

**Paul Bauer**  
Bowditch & Dewey

**David Begelfer**  
NAIOP

**Robert Brustlin**  
VHB

**Greg Buscone**  
Eastern Bank

**Timothy Ceurvels**  
Eversource Energy

**Brian Cohen**  
CBRE, Inc.

**Michael DiGiano**  
NAI Hunneman

**Dorrian Cohen Fragola**  
Janitronics Building Services

**William Harris**  
Perkins + Will

**David Hayes**  
BSC Group

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Shire

**David L'Heureux**  
Santander

**Lauren Liss**  
MassDevelopment

**Taidgh McClory**  
CBRE, Inc.

**Denise McGeough**  
Citizens Bank

**Fred Mulligan**  
Cutler Associates

**Christopher Steele**  
Conway Advisory

**Bonnie Sullivan**  
Middlesex Savings Bank

\*Board of Directors as of December 31, 2018

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A/Z Corporation

Aerotek

AGC of Massachusetts

ARC/Architectural Resources  
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Atlantic Management

BioMed Realty Trust

Bowditch & Dewey

Brockton 21st Century Corporation

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Campanelli

CBRE, Inc.

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City of Framingham

City of Leominster

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CoreNet Global, New England Chapter

Cutler Associates

Dacon Corporation

DLA Piper LLP US

Eastern Bank Corporation

Economic Development Council of  
Western MA

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Greater Boston Chamber of Commerce

GZA GeoEnvironmental

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IndusPAD

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Kendall Square Association

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MassDevelopment

MassMEDIC

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MetroWest Chamber of Commerce

Middlesex Savings Bank

N<sup>2</sup> Innovation District

NAI Hunneman

NAIOP

North Central MA Development  
Corporation

Nutter McClennen & Fish LLP

Patriot Place

Perkins + Will

Pittsfield Economic Development  
Authority

PM Group

Sanofi

Santander

Sentry Commercial

Shire

South Shore Chamber of  
Commerce

Taunton Development Corporation

TD Bank

Tighe & Bond

Town of Chelmsford

Transwestern

UMass

Union Point

Unitil

VHB

Westborough Economic  
Development Committee

WinterWyman

Worcester Regional Chamber of  
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Wyman Street Advisors

