



MassEcon Developments

News for Members

February 2017

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2017 **MassEcon** *Annual*
CORPORATE WELCOME RECEPTION
 April 12, 2017
 Sanofi Genzyme - Cambridge, MA
 GOVERNOR CHARLIE BAKER, FEATURED SPEAKER



Governor Charlie Baker will be the Featured Speaker at the April 12 Corporate Welcome Reception



Thank you to Sanofi Genzyme for hosting the Corporate Welcome Reception April 12



Thank you to Transwestern for hosting the 2nd Annual Member Mixer on March 1

MassEcon News

Nominate a Company for Corporate Welcome Reception

If you know companies that are new to Massachusetts, we encourage you to nominate them for the 9th Annual Corporate Welcome Reception taking place with Featured Speaker Governor Charlie Baker on April 12 at Sanofi Genzyme in Cambridge. Click [here](#) to nominate a company by March 3.

Support MassEcon with a 2017 Sponsorship

Check out the sponsorship opportunities which are still available [here](#), including a co-exclusive sponsorship of the Corporate Welcome Reception that will feature Governor Charlie Baker.

Recapping January Members Meeting with Alan Clayton-Matthews

Thanks to those of you who were able to make it to the last Members Meeting. Click [here](#) for Alan Clayton-Matthews' presentation on The Outlook for the Massachusetts Economy Through 2020.

Join a MassEcon Committee in 2017

There are exciting ways to get more involved in MassEcon...join a Committee. Whether you're interested in or have expertise in Membership & Marketing, Programs & Events, Location Intelligence, or Government Relations, we have a spot for you. Learn more [here](#).

ReadyMass 100

The ReadyMass 100 Evaluation Committee recently approved **5 new properties** to be included in the ReadyMass 100 portfolio. Click [here](#) for the official press release announcing these new properties and check out the 2016 ReadyMass 100 success stories [here](#). In 2016, businesses added more than 3 million square feet at ReadyMass 100 sites.

Upcoming Events

View the full MassEcon Calendar [here](#)

MassEcon Mixer

Mix it up for the new year and bring a new colleague to this event to meet MassEcon and learn more about how we work with our members.

When: Wednesday, March 1, 5:30 - 7:00 p.m.

Where: Transwestern - 99 High Street, 30th Floor, Boston
 RSVP to [Annie](#)



Stephen Pike, CEO of MA Clean Energy Center
March 17 Members Meeting Featured Speaker



EY

Building a better working world

Thank you to Ernst & Young for hosting upcoming "What's New with Business Incentives in Massachusetts?" Roundtable March 29



2017 Committees

Location Intelligence: Provides guidance for MassEcon's signature Site Location Service and marketing Massachusetts. A Site Evaluation Subcommittee participates in the ongoing selection, revision, and updating of the ReadyMass 100 portfolio.

- Co-chairs: Chris Steele (Investment Consulting Associates) and Russ Burke (BSC Group)
- Dates: 4/25, 7/21, 12/1
- Time: 10:30 am - 12:30 p.m.

Membership & Marketing: Works on strategies to bring value to members, refine our value proposition, recruit new members, and market MassEcon. Social media, communication strategies, design, and branding also fall within this committee's wheelhouse.

- Co-chairs: Bonnie Sullivan (Middlesex Savings Bank) and Dorrian Cohen-Fragola (Janitronics Building Services)

March Members Meeting

Featured Speaker: Stephen Pike, CEO, Massachusetts Clean Energy Center

When: Friday, March 17

8:00-8:30 a.m. Registration and Networking

8:30-9:30 a.m. Speaker and Q&A

9:30-10 a.m. Members Business Meeting

Where: 200 Friberg Parkway, Westborough, MA

RSVP to [Annie](#)

For MassEcon Members: What's New with Business Incentives in Massachusetts?

Featured Speakers:

- Chris Steele, Moderator
- Ben Bradford, MA Life Sciences Center
- Annamarie Kersten, MOBD
- Hal Davis, Economic Development Incentives
- John Markowitz, MassDevelopment
- Brandon Pyers, Ernst & Young

When: Wednesday, March 29 11 a.m. - 1 p.m.

Where: Ernst & Young, 200 Clarendon Street, Boston

RSVP to [Annie](#)

Corporate Welcome Reception

Featured Speaker: Governor Charlie Baker

When: Wednesday, April 12 5:30 - 7:30 p.m.

Where: Sanofi Genzyme, 500 Kendall Street, Cambridge

To nominate a company, click [here](#)

Each member company receives 2 complimentary tickets.

Each additional ticket is \$50.

For information about co-exclusive sponsorship of the event, contact [Susan](#)

To RSVP, please email [Annie](#).

Member News

Congratulations to **Cutler Associates** which received a gold award from the New England chapter of the Design-Build Institute of America for its design and build of Olympia Place apartment complex in Amherst. Read more [here](#).

MassDevelopment released its annual report for 2016, which highlighted the support that the organization offered to various companies and non-profits across the Commonwealth. Read more [here](#).

Channel 5's Chronicle program recently featured a [segment on Kendall Square](#) in Cambridge which includes an interview with the **Kendall Square Association** president.

Joyel Pelletier recently joined **Janitronics Building Services** as the new Director of Bio-pharma, Life science, and Cleanroom operations. Read more [here](#).

Transwestern released its [2016 Year-End bioSTATus](#) report which outlined development and patterns in Massachusetts' biotechnology real estate market.

The **Economic Development Council of Western Massachusetts** collaborated with Greater Springfield

- Place: MassEcon, 101 Walnut Street, Watertown
- Dates: *2/21, 4/28, 6/16, 10/13
- Time: 9 - 10:30 am

***Please note that the next Membership & Marketing Committee meeting, on February 21, will be at MassEcon from 9:30-11 am*

Program & Events: Helps determine guest speakers at member meetings, Annual Conference, and Summer Reception. This Committee develops events that will foster member networking opportunities. A sub-committee will focus on **Team Massachusetts Economic Impact Awards**, MassEcon's blockbuster awards event for 2017.

- Chair: Bill Harris (Perkins + Will)
- Place: Perkins + Will, 225 Franklin Street, Suite 1100, Boston
- Dates: 4/27, 9/7, 10/26
- Time: 8:30 - 10 am

Government Relations: Focuses on enhancing and communicating MassEcon's role as a source of economic development in the public policy arena.

- Chair: Rebecca Frisch (TD Bank)
- Place: TD Bank, 200 State Street, 10th Floor, Boston
- Dates: 2/24, 5/19, 8/18, 11/3
- Time: 8:30 - 10 am

For more information, click [here](#) or contact [Annie](#)

2017 Member Calendar Highlights

Wednesday, March 1, 2017
MassEcon Mixer

Friday, March 17, 2017
Members Meeting

Featured Speaker: Stephen Pike, MA Clean Energy Center CEO

Wednesday, March 29, 2017
What's New with Business Incentives in Massachusetts?
Roundtable

Wednesday, April 12, 2017
Corporate Welcome Reception

Friday, May 12, 2017
Members Meeting

Friday, June 2, 2017
Annual Conference

Wednesday, July 12, 2017
Summer Reception

Convention and Visitors Bureau to rename and re-brand Pioneer Valley as "West Mass." This name change is part of a \$80,000 and year-long marketing effort to bring more interest and tourism to Western Massachusetts. Read more [here](#).

Dacon's Vice President of Business Development, Chuck Reilly, released the company's [2017 Market Forecast](#) which predicts a reduction in the build-to-suit market this year after a very strong market last year. Nevertheless, Dacon is currently working on a 140K SF build-to-suit project in Peabody and reports significant construction plans by companies like FedEx, Prudential Overall Supply, and AmeriCann.

Please send Member News to [Annie](#).

Projects

#2815: MassEcon was contacted by an Atlanta-based location consultant representing an out-of-state biotechnology company. MassEcon is working to identify existing 150,000 SF buildings suitable for bio-manufacturing of semi-solids and capsules. **Notes: The building must be FDA approved and cGMP certified. At this stage the consultant is considering properties statewide.**

#2816: MassEcon has been contacted by a Boston-based real estate firm representing a biotechnology company with an existing presence in Massachusetts. In collaboration with the real estate firm, MassEcon is working to identify 40-60 acre parcels for build-to-suit of a bio-manufacturing facility. **Notes: Sites statewide are being considered. 200+ jobs are associated with this project.**

#2819: Project Orange: MassEcon, the City of Boston, and MOBD have been assisting an Atlanta-based location consultant representing a Southeast U.S. headquartered company considering Boston for a new 47,000 SF lease for an information/technology center. **Notes: The company will add 150 jobs at this location over the next three years. A space on Congress Street is being considered as well as other locations in the Northeast.**

#2756: MassEcon, MLSC, MassBio and MOBD are working with the real estate representative for a Massachusetts headquartered biotechnology company that is considering a new 100,000 +/- SF manufacturing facility project in the suburbs. **Notes: Success! Moderna is leasing and renovating a 200,000 square foot building in Norwood to manufacture its mRNA medicines for use in clinical studies. Moderna's initial investment of an estimated \$110 million will include renovation and personal property costs. Build-out of the facility is underway, with the site expected to open in 2018.**

Staff in Action

Susan Houston February was launched with the first Board meeting of 2017, followed by working with the Program Committee and Location Support committee on their key initiatives. She and Doug are meeting with member and partner companies at their offices as part of a briefing and information exchange, with BSC Group in Boston and Cutler Associates and MA Manufacturing Extension Partnership in Worcester on the February line-

Wednesday, September 13, 2017
Economic Impact Awards - Finalists Reception

Friday, September 22, 2017
Members Meeting

Tuesday, November 21, 2017
Team Massachusetts Economic Impact Awards

Thursday, December 14, 2017
Annual Meeting & Holiday Lunch

up. Susan also attended the MOITI-hosted information session for Massachusetts-based Consul Generals representing 29 countries.

Doug Kehlhem recently spent three days making office visits to location consultants in Atlanta to introduce them to MassEcon, the ReadyMass 100 properties, and new economic development initiatives. Doug met with Cushman & Wakefield Consulting/Business Incentives Practice, Savills Studley, KPMG, Navigator Consulting, Jones Lang LaSalle Consulting, CBRE Advisory Services, Colliers Atlanta, and Mohr Partners. Two leads have already been generated from this trip.

Annie O'Connell has been working on MassEcon's Annual Report and research study with UMass. She also helped prepare for the Membership & Marketing Committee meeting and is preparing for the Mixer, Members Meeting, and Corporate Welcome Reception.

Get Connected with MassEcon



MassEcon

Location is everything.

Massachusetts
It's all here.™

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MassEcon is a private non-profit partnership of business and government dedicated to retaining and fostering economic growth in the Commonwealth of Massachusetts.