

MassEcon Developments

News for Members January 2014

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Dear Member,

Happy New Year! MassEcon is kicking off 2014 with its outlook for the MA economy, a growing calendar of events, and dedicated initiatives for business growth in the state.

MassEcon News

MassEcon Annual Meeting & Holiday Lunch

On December 13th, MassEcon held its Holiday Lunch at the UMass Club in Boston. Dan Kenary, President & Co-Founder of Harpoon Brewery, was the featured speaker at the event. Thank you to Dan and our members for making the luncheon a success! For pictures of the event click [here](#), and to view a transcript of Dan Kenary's remarks click [here](#).



New MassEcon Board Members Elected

The members of MassEcon elected Directors for 2014 at its Annual Meeting in December. Click [here](#) for the press release.

Newly elected Directors are:
Michael Scott of Nutter McClennen & Fish LLP
Wendy Durkin of Aerotek

Newly elected MassEcon Board Members Michael Scott, of Nutter McClennen & Fish LLP, and Wendy Durkin, of Aerotek

Elected as MassEcon's officers are:
Fred Mulligan of Cutler Associates as Chairman
Brian Cohen of Transwestern RBJ as Vice Chairman
Greg Buscone of RBS Citizens as Treasurer
Geoff Howell of DLA Piper as Clerk



MassEcon is grateful to departing Board Members **Francesca Maltese of The O'Connell Companies** and **Aleta Fazzone of National Grid** who made significant contributions to the organization.

ReadyMass 100

Our ReadyMass 100 Application is now new and improved. Visit [our website](#) to view the easy-to-complete web-based application as well as the minimum requirements for submission. The deadline has been extended to January 17th to be considered during our upcoming February screening session. We've also recently added some great [success stories](#) for former ReadyMass 100 properties.

The UMass Club featured Harpoon beer in honor our our featured speaker, Harpoon Brewery President & Co-founder Dan Kenary

MassEcon on the Road

MassEcon is organizing two site selector events in the first half of 2014, based on interest of sponsorship from our

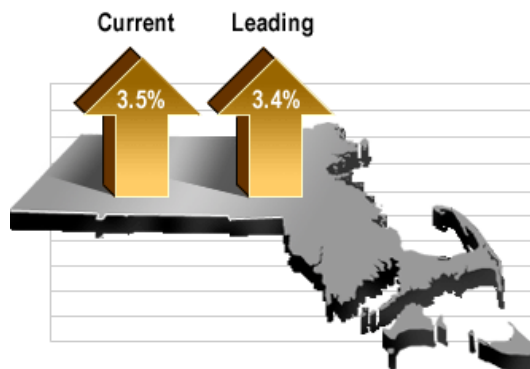


Harpoon Brewery's Dan Kenary and Warren Dibble with Mark Lubelczyk from RBS Citizens at MassEcon's Holiday Lunch



Christian Stone from Morgan Stanley, Ruth Ann Murray from BU Metropolitan College and Lyn Kaplan from Insuperity at MassEcon's Holiday Lunch

Outlook for the Massachusetts Economy



Alan Clayton-Matthews, Director of the New England Economic Partnership and Northeastern Professor, will discuss The Outlook for the MA Economy at our Jan. 24th Members Meeting.

Click [here](#) to register for the meeting.

partners. The first event will be held in Chicago in early April on a date TBD. The second event will be held in New York City during the week of June 9th, in connection with the Medical Device & Manufacturing (MD&M) East trade show at the Jacob Javits Convention Center. For more information about the events, please contact [Doug Kehlhem](#).

Nominations for Corporate Welcome Reception

MassEcon is now accepting nominations for our Sixth Annual Corporate Welcome Reception, which will take place in April. If you know of any companies that have moved to Massachusetts within the past 12 months or started as new ventures in the state over the past year, please contact [Samantha Lordi](#). The Corporate Welcome Reception is a great way to say thank you to these companies for investing in Massachusetts and to introduce them to the Massachusetts network. For information about last year's event, click [here](#).

Join A MassEcon Committee!

Bring your interests and expertise to furthering MassEcon's goals for 2014 by joining one or more of our committees.

Membership & Marketing Committee

Next Meeting: TBD

Programs & Events Committee

Next Meeting: January 30th

Perkins+Will: 225 Franklin Street, Suite 1100, Boston
9:00am-10:30am

Location Support/Site Evaluation Committees

Next Meeting: February 7th

Dacon Corporation: 16 Huron Drive, Natick

10:00am-11:00am: Location Support

11:00am-12:30pm: Site Evaluation (Lunch Provided)

For a full description of all committees, please click [here](#). Committees are open to MassEcon corporate members and their employees. If you have any questions or are interested in participating, please contact [Samantha Lordi](#) (617-924-4600 x13).

Upcoming Events

Member Meeting: 2014 Outlook for the MA Economy

Date: Friday, January 24th

Featured Speaker: Alan Clayton-Matthews, New England

Economic Partnership & Northeastern University

Place: 200 Friberg Parkway, Westborough, MA

Time: 8:30 am Registration

Please click [here](#) to register.

Member News

Massport's Logan International Airport broke its record for annual passenger traffic with an estimated 29.6 million passengers using the facility in 2013. That number may only increase this year as the airport is adding three new international routes to Beijing, Dubai and Istanbul in 2014.

MassDevelopment recently provided nearly \$110,000 in grants through its AMP it up! campaign. The grants were provided to 11 organizations that consisted of workforce



ReadyMass 100
[List & Search Properties](#)
[Become a ReadyMass Sponsor](#)



2014 Calendar Highlights

Friday, January 24
Members Meeting

Friday, March 21
Members Meeting

Friday, May 16
Members Meeting

Friday, June 20
Annual Conference

Wednesday, July 16
Summer Reception

Tuesday, September 16
Finalists Reception

Wednesday, September 24
Members Meeting

investment boards, community colleges, and industry associations who will use funds to develop community-based programs and activities that educate students and the adults in their lives about career options in advanced manufacturing.

IBM will be celebrating Entrepreneur Week by "Connecting Companies with Capital." The event will be held February 4th at the IBM Innovation Center in Cambridge. Participating companies will have an opportunity to build connections with investors, incubators, and entrepreneurs, as well as gain insights, all while showcasing their company. [Register](#) for the event or contact [Mehjabin Kapasi](#) at IBM for further details.

Please send [Samantha Lordi](#) your member news!

Projects

#2595

Win! Menck Windows, a German company which makes custom, energy-efficient windows has opened its first United States manufacturing operation and distribution center at 77 Champion Drive in Chicopee, a ReadyMass 100 property. The company will lease half of a 150,000-square-foot building. The company is hoping to start with 20 to 30 employees, build to 40 to 50 in three or four years and eventually expand to 100. This facility will serve major U.S. and Canadian markets. Menck was introduced to Massachusetts through Marty Jones at MassDevelopment.

#2601

A Phoenix-based consultant is representing a translation services company, also headquartered in Phoenix, looking to lease a 50-200 seat high quality "plug and play" call center. The building must be located in a safe, generally clean area, with access to public transit. The company has found success utilizing space formerly occupied by financial institution call centers, which tend to have similar requirements. The overall search area is the Eastern time zone of the United States.

Note: MassEcon and the City of Lowell have been working with the consultant to further evaluate plug-and-play space at Cross Point in Lowell. 1441 Main St. in Springfield is also under consideration.

Update: MassEcon has been communicating with the site consultant, and this project will be revisited in February 2014.

#2624

Project Horizon: A confidential Fortune 100 company would like to buy 80-100 acres to build a 750,000-1,000,000 SF distribution facility. The site must have good highway access and be shovel ready so the company can start operations in September 2015. Sites within 1.5 hours of Boston are being considered. **Note: Electricity requirement is 16,000 Amps at 480; and the site should be able to accommodate 2,000 parking spaces.**

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

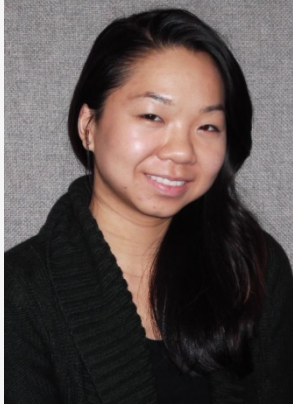
Staff News

Doug Kehlhem was on the road this month as part of economic development teams providing guidance to town officials in West Warren and Mansfield. In West Warren, Doug and the team provided input on the reuse of the

Tuesday, November 25
Economic Impact Awards

Thursday, December 11
Annual Meeting & Holiday Lunch

*Full details and complete calendar coming soon



Welcome MassEcon's newest member, Melissa Fu, a 3rd year student at Northeastern University

vacant 600,000 SF Wright Mill; in Mansfield, Doug and MOBD officials met with the Town Manager to discuss marketing the town and Cabot Business Park. Doug is also engaged with the updating of the ReadyMass 100, working with companies whose site searches have resurfaced in the new year; and meeting with member prospects.

This month sees **Susan Houston** working with our state and industry partners on the Commonwealth's Economic Development Summit, slated for March 20; the Massachusetts Marketing Partnership; and OpenHub, the successor to Boston World Partnerships. Susan has also been actively involved with new member recruitment; organizing MassEcon's committees for 2014; and working with MassEcon's executive committee in developing initiatives for the coming year.

Melissa Fu joined MassEcon in early January as its newest team member. A marketing major at Northeastern, Melissa brings a diverse skill set which will help her contribute to furthering MassEcon's goal in the first half of 2014. She has already worked diligently to help update the ReadyMass 100 property listings and will be a key contributor to MassEcon over the coming months.

Samantha Lordi has been getting to know our members and learning more about MassEcon over the past several weeks. After having organized our Holiday Lunch and upgrading our administrative infrastructure, she recently worked to implement a new, streamlined version of our ReadyMass 100 Property application, which is now available to complete on our website.