



MassEcon Developments

News for Members

January 2016

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Alan Clayton-Matthews, Northeastern University Professor, will be the featured speaker at the January 22 Members Meeting at TripAdvisor in Needham. RSVP to aconnell@massecon.com



Click on the logo to see the 10 New Properties Added to the ReadyMass 100 Portfolio

MassEcon News

Join a MassEcon Committee in 2016

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 Support, or Government Relations, we have a spot for you.

- Membership and Marketing
- Programs and Events
- Location Support
- Government Relations

Learn more [here](#) or contact [Annie](#).

Welcome Co-op Joy Shen!

Joy Shen joined MassEcon as the new co-op where her responsibilities include event planning and execution, communications, research, and administrative support. She is a sophomore at Northeastern University studying business administration with a focus on marketing.

ICYMI: 2015 Economic Impact Awards Videos

Click [here](#) to watch videos from the 2015 Economic Impact Awards highlighting the winning companies from throughout the state and Governor Baker's remarks.

Upcoming Events

Members Meeting at TripAdvisor

Alan Clayton-Matthews will be delivering the state's economic outlook for the year ahead.

When: Friday, January 22, 8:00 a.m.

- 8:00-8:30 Registration and Networking
- 8:30-9:30 Speaker and Q&A
- 9:30-10 Members Business Meeting

Where: PLEASE NOTE NEW LOCATION - TripAdvisor, 400 1st Avenue, Needham, MA

To RSVP, please email [Annie](#)

ReadyMass 100

The ReadyMass 100 Evaluation Committee recently approved **10 new properties** to be included in the ReadyMass 100 portfolio. Click [here](#) for the official press release announcing these new properties, and [here](#) for a *Boston Globe* article. You can also check out the 2015 ReadyMass 100 success stories [here](#). ICYMI: At November's Economic Impact Awards, Governor Baker praised the significant contributions of the ReadyMass 100 properties. Watch a [video](#) clip from the event.



Greg Buscone, Senior VP and Market Manager at Citizens Bank



2016 Calendar Highlights

Friday, January 22, 2016

Members Meeting

Featured Speaker: Alan Clayton-Matthews

New location: TripAdvisor - 400 1st Avenue, Needham, MA

Thursday, February 4, 2016

Board Meeting

Friday, March 18, 2016

Members Meeting

Featured Speaker: Travis McCready

Thursday, April 7, 2016

Board Meeting

Wednesday, April 13, 2016

Corporate Welcome Reception

Friday, May 13, 2016

Members Meeting

Thursday, June 2, 2016

Board Meeting

Friday, June 3, 2016

Annual Conference

Wednesday, July 13, 2016

Summer Reception

Wednesday, September 14, 2016

Team MA Economic Impact Awards
Finalists Reception

Friday, September 23, 2016

For more information on ReadyMass 100, contact [Doug](#).

Member News

Congratulations to **Middlesex Savings Bank** which was named the South Middlesex Opportunity Council's Community Partner of the Year, and (for the second consecutive year) received the Small Business Administration's Massachusetts Lender of the Year to New Business Award for its community relations and philanthropy work. Read more [here](#).

Congratulations to **Transwestern | RBJ** which was named among the "50 Best Workplaces for Camaraderie" List by *Fortune Magazine*. Transwestern | RBJ was selected from among 600 participating companies nationwide. Some of the qualities found in a camaraderie include a shared vision, teamwork, and mutual respect. Read more [here](#). Brian Cohen, Senior Vice President of Transwestern | RBJ, was just named Partner. Congratulations Brian!

The **Town of Framingham** created a "blue ribbon" committee to tap into local expertise for building plans. The committee currently has three members, including Mike Grilli, Framingham State University's executive Vice President Dale Hamel, and entrepreneur Alec Karys. Read more [here](#).

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

One-on-One with Greg Buscone of Citizens Bank

Q: What is your role at Citizens Bank?

A: I'm a Senior Vice President and Market Manager for Citizens Commercial Banking in Boston. I lead a team of bankers who provide financing to companies in the Middle Market with annual revenue between \$25 million and \$500 million. We offer our clients a wide range of products such as cash management, interest rate protection, foreign exchange solutions and extensive capital markets capabilities.

Q: What are you seeing in the marketplace for capital needs with middle market clients?

A: Our clients are looking to improve their margins and their balance sheets and to grow revenue in this slow growth economy. Many times they need capital to invest in their businesses and take advantage of organic growth opportunities. In other cases, they need capital for an acquisition. Many companies are still experiencing single-digit percentage organic growth on their revenue lines. In order to grow revenue lines more substantially, companies are looking for acquisitions.

Q: What are the differences between Massachusetts and other key Citizens Bank markets?

A: Massachusetts has a diversified economy with an educated workforce and a strong talent pipeline. Citizens' footprint is New England, the Mid-Atlantic, and Midwest, and all three regions are seeing more strength in the economy as the Great Recession fades into the past. We see good manufacturing jobs being created in Massachusetts, but the challenge that some companies face is in finding qualified workers for these manufacturing jobs. We also see the food and beverage industry as growing quickly.

Thank you to [Citizens Bank](#), Presenting Sponsor of the 2015 Team Massachusetts Economic Impact Awards.

Members Meeting

Thursday, October 1, 2016
Board Meeting

Tuesday, November 22, 2016
Team MA Economic Impact Awards Luncheon

Thursday, December 15, 2016
Annual Meeting & Holiday Lunch

Get Connected with MassEcon



Projects

#2747

MassEcon and MLSC are working with a Cambridge-based medical device company in the diagnostic equipment business. They are considering suburban locations along Route 128 for a new 15,000-20,000 SF manufacturing facility. They will retain 20 employees with the move.

#2744

MassEcon and MLSC are working with a Switzerland-based life sciences company considering Boston/Cambridge and surrounding communities for its first office/lab facility in MA. They will start with 5,000 SF with possible future expansion. A few employees will be hired initially to grow the office.

General Electric HQ

Full credit for landing GE goes to the team assembled by City of Boston and state officials. See the pitch book [here](#). MassEcon played a bit part by contributing material for development of an early pitch package state officials presented to GE execs during the summer of 2015.

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

Staff in Action

In addition to planning for the year ahead, **Susan Houston's** January included attending the meeting of the FixOurT Coalition (of which MassEcon is a member), which featured the Governor's Chief of Staff, Steve Kadish, providing an update on the MBTA's Fiscal and Management Control Board efforts; meeting with the Kendall Square Association regarding a potential relationship with MassEcon; and participating in the Massachusetts Marketing Partnership Board meeting held in Worcester. Susan looks forward to a productive 2016, thanks to her great colleagues at MassEcon.

Doug Kehlhem recently attended the CBRE Boston Market Forecast at the Intercontinental Hotel. Doug has also been planning and selecting venues for three out-of-state site selector receptions in Dallas, Chicago, and New York that will be sponsored by MassEcon members Marlborough EDC, VHB, Cutler, Dacon, and Sasaki Associates. Later in the month, Doug will be attending a session hosted by the MA Life Sciences Center on its incentive programs.



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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.