

MassEcon Developments

News for Members

March 2017

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MassEcon News

MassEcon Releases Study Analyzing Key Factors in Business Location Decision-Making

MassEcon recently released an 18-month long study on [Choosing Massachusetts For Business: Key Factors in Location Decision-Making](#). The report, commissioned by MassEcon and conducted by the UMass Donahue Institute's Economic and Public Policy Group, details the factors critical to selecting Massachusetts as an expansion location for business. Click to read the [report](#), [press release](#), and [media coverage](#). Thanks are due to MassEcon members, board, and lead sponsor, PM Group, for supporting this study.

Corporate Welcome Reception Honorees

Companies new to Massachusetts will be recognized at the 9th Annual Corporate Welcome Reception taking place with Featured Speaker Governor Charlie Baker on April 12 at Sanofi Genzyme in Cambridge. Companies include **Duro-Last**, **Founders Science Group**, **Vcanbio**, **Air Berlin**, **Visiomed Group's BewellConnect**, **FTR**, and more.

2016 Annual Report Just Released

MassEcon's 2016 Annual Report is now available in print and online. Click [here](#) to view the online edition, which includes a recap of MassEcon's activity in 2016.

MassEcon is Looking for a Summer Intern!

We're seeking a full-time intern to join our small, active, and dynamic staff this summer (June-August). We're looking for a mature, currently enrolled student, with a positive, can-do outlook who can work constructively in a team-oriented environment. The primary buckets of work involve communications, research, writing, and event planning. Learn more [here](#).

MassEcon on the Road

Doug recently traveled to Chicago with Meredith Harris and Madison Waters from the Marlborough EDC. They hosted a private dinner reception (Thank you to the Marlborough EDC for sponsoring) for location consultants one evening and also made selected office visits. Some of the consulting firms they networked with during the trip include: Deloitte Consulting, Biggins Lacy Shapiro Midwest Practice, Avenue Advisory Group, True Partners Consulting, CBRE, RSM US, and Cushman & Wakefield.

Upcoming Events

View the full MassEcon calendar [here](#).

For MassEcon Members: What's New with

MassEcon *Annual*
2017 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 WPI for sponsoring the Corporate Welcome Reception April 12



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



Stephen Pike, CEO of MA Clean Energy Center

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

Each member company receives 1 complimentary ticket. Each additional ticket is \$50.

To RSVP, please email [Annie](#)

Member News

Congratulations to **President of WPI Laurie Leshin** for being named to the Board of Directors of the Association of American Colleges and Universities. Read more [here](#).

The *Worcester Business Journal* announced **Bowditch & Dewey chairman Michael P. Angelini** as one of its 2017 Business Leaders of the Year. Read more [here](#).

Shire participated in Rare Disease Day on February 28 through its [Rare Count](#) campaign, where the company donated \$1 for every person who participated, up to \$10,000, to three patient advocacy groups focused on rare diseases.

To further advance client relationships and operations as the firm continues to grow, **VHB** named Mike McArdle as Chief Development Officer and Bill Ashworth as Chief Operating Officer. Read more [here](#).

Watch the video recently released by the **Worcester Chamber of Commerce** "[Worcester: A City Redefined](#)," highlighting the rising economy in Worcester.

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

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)

March 17 Members
Meeting Featured
Speaker



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 Member Calendar Highlights

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

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

- 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)
- Place: MassEcon, 101 Walnut Street, Watertown
- Dates: 4/28, 6/16, 10/13
- Time: 9 - 10:30 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 expertise in the public policy arena.

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

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

Projects

#2822: Project Eagle: MassEcon, MOITI, and MOBD are assisting a Chinese company that is one of the world's leading manufacturers of solar cells and solar panels. The company is evaluating locations to establish their first manufacturing facility in the United States to serve the US market. The company is considering existing buildings of 750,000-1.4 million SF or land sites to build-to-suit. **Notes: The company will consider options statewide and will add 780-1,200 new jobs. Site visits will be conducted in early April. Construction start is planned for Q4-2017 with production start Q4-2018.**

#2818: Project Impact: MassEcon, MLSC, and MassBio are in the early stages of working with a local business consulting firm representing a life sciences company considering an expansion of R&D and manufacturing in Massachusetts. At this stage in

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the project, the consulting firm has requested labor market information and salary data to evaluate Massachusetts prior to site search and site selection. **Thank you to MassEcon member Aerotek for providing employment and salary data in support of Project Impact.**

Staff in Action

Susan Houston participated as a guest of Draper at the one-day Association for Unmanned Vehicle Systems International (AUVSI) summit hosted in Cambridge at the beginning of March. She also guided the release of MassEcon's *Choosing Massachusetts for Business: Key Factors in Location Decision-Making* (also known as the UMass report!), participated in the planning of the upcoming incentives roundtable, and is developing the line-up and themes for MassEcon's Annual Conference in June.

Doug Kehlhem, as a board member of the Marlborough Economic Development Corporation (MEDC), participated in their Marketing Committee which focuses on showcasing Marlborough as a location for business growth. Doug has been working with two new major prospects, including Project Eagle and Project Impact, and is preparing for an upcoming visit to Dallas in early May to meet with location consultants.

Annie O'Connell has been evaluating new companies to Massachusetts for the Corporate Welcome Reception and working to recruit summer interns.



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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.