

celebrating

20
Years

 **MassEcon**

2013
ANNUAL REVIEW



Susan Houston
Executive Director



Fred Mulligan
Chairman

Dear Friends:

It is our pleasure to report to you on the efforts and accomplishments of MassEcon for 2013, our twentieth anniversary year.

As we reflect on our formation in 1993, we begin by acknowledging 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, trade 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 five 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 year period, MassEcon's work, in concert with state and local partners, has resulted in bringing over 250 companies and 26,000 jobs to the Commonwealth.

During 2013, 61 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; industry and trade associations; the business community; state, regional, and local economic development professionals; and our dedicated corps of members. We are fortunate to work with so many capable parties in promoting the assets of Massachusetts.

Looking ahead, we know that retaining and attracting business requires an organized effort of an informed and creative economic development team. Having worked in partnership with five gubernatorial administrations, MassEcon brings a consistent, non-partisan voice to the enterprise.

We thank our members and partners for making our work possible.

Susan Houston
Executive Director

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MASSECON is a non-profit, non-partisan entity that serves as the state's private sector partner in promoting Massachusetts as the premier choice for business growth. Deploying on-the-ground services since its founding in 1993, MassEcon works to ensure that business stays, grows, and thrives in the Commonwealth.

Site Location

MassEcon's statewide Site Finder Service 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

Under the banner of *Massachusetts, It's All Here*, 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; 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.

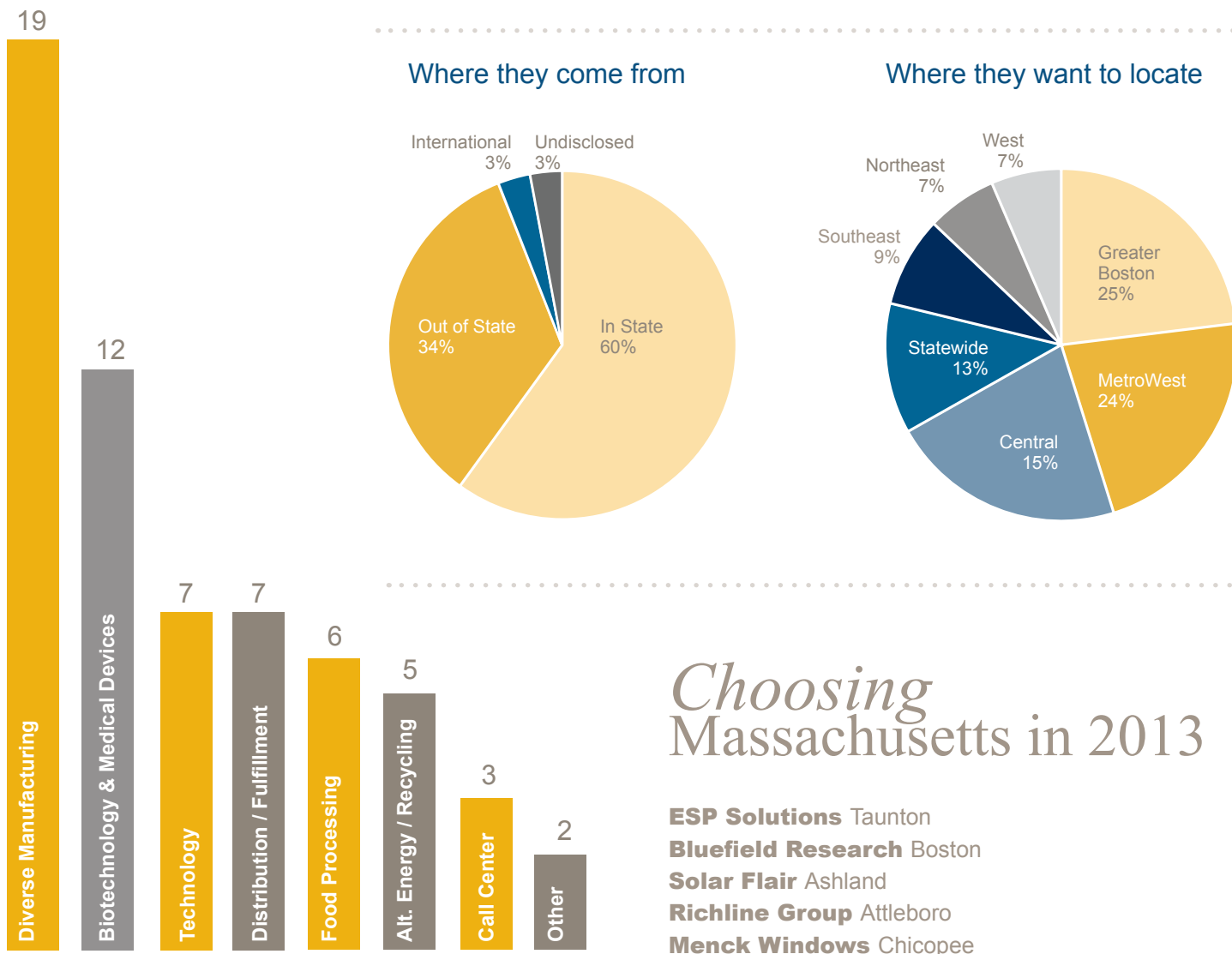
“MASSECON SERVES AS A KEY MEMBER OF OUR STATE'S SALES FORCE AND PLAYS A LEADERSHIP ROLE IN MARKETING MASSACHUSETTS AS A COMPETITIVE BUSINESS LOCATION.

GOVERNOR DEVAL PATRICK

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 61 companies considering Massachusetts as an expansion location; these companies represented a total of 5,500 jobs and came from in-state, out-of-state, and abroad.

Meet the companies



“MASSECON IS A SUPERB RESOURCE FOR OUR CLIENTS. THEIR STAFF EXCELS IN UNDERSTANDING THE KEY BUSINESS ISSUES THAT AFFECT THE LOCATION DECISION, AND THEY MAKE WORKING IN MASSACHUSETTS A PLEASURE.”



MASSECON RE-LAUNCHED THE READYMSS 100 INITIATIVE with a new name and a new website. The ReadyMass 100 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. Representing diverse property types, and selected by a committee of real estate experts twice yearly, they send 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, earned media, and through a series of receptions with national site selection advisers.



Over its 20 years, MassEcon has provided services that enabled these companies to expand and invest in Massachusetts.

3COM Marlborough | **Abiomed** Danvers | **Addgene** Cambridge | **Aerovox Inc** New Bedford
Agar Supply Co. Taunton | **American Superconductor Corporation** Devens | **Aquaback Technologies** Tewksbury | **Armatron International** Malden | **Autopart International** Norton | **Avant Immunotherapeutics** Fall River | **Backupify** Cambridge | **Basilea** Andover
Baystate Chowda Co. Lowell | **BC Ames** Framingham | **Bergin/Brunswig** Mansfield
Bevoations Leominster | **Biomedical Polymers** Gardner | **Bionostics** Devens | **Bluefield Research** Boston | **Boston Power** Auburn | **Bristol-Myers Squibb** Devens | **Burke Medical Equipment** Chicopee | **C&S Wholesale Grocers** Ayer | **CARA Donna Provision Company** Braintree | **Carolina Logistics** Taunton | **Cbeyond** Burlington | **Checkerboard Limited** West Boylston | **CIL Inc.** Lawrence | **Cleveland Motion Controls** (Endine Inc.) Billerica | **Comcast** Plymouth | **Custom Technical Molding** Fitchburg | **Dassault Systemes** Waltham | **Destiny Polymers** Springfield | **Device Technologies** Southborough

Durham Manufacturing Springfield | **Eastern Seaboard Packaging** Holliston | **Eisai Industries** Andover | **Electronics Recyclers International** Holliston | **EMC Corp.** Franklin | **Enviroderm Pharmaceuticals** Plymouth | **Erie Plastics** Westborough | **ESP Solutions** Taunton | **Evergreen Solar** Devens | **Fabrico** Oxford | **FIBA Technologies** Littleton | **FloDesign** Waltham | **Gem Group** Lawrence | **Georgia Pacific** Bellingham | **Gridco Systems** Woburn | **Hans Kissle Inc** Haverhill | **Harris Rebar Boston Inc.** Rochester | **Hatfield Quality Meats** Springfield | **Heat Trace Products** Leominster
IDE Randolph | **IntegraGen** Cambridge | **IPG Photonics Corp.** Oxford | **ITT Tech** Wilmington | **Jabil Circuits** Lowell/Tewksbury
Jordan's Furniture Taunton | **Keltron Corporation** Waltham | **KLT Industries** Webster | **Kraft Foods** Haverhill | **Lifeline Inc.** Framingham | **Mack Technologies** Westford | **MadProps** Boston | **Magellan Aerospace** Haverhill | **Majilite Corporation** Dracut
Markham Metals Wilmington | **Martell's Metal Works** Attleboro | **Menck Windows** Chicopee | **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 | **Reprocell** Cambridge | **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
State Coat Front Company Boston | **Straumann** Andover | **Strictly By the Book** Fall River | **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 | **Westvaco** Worcester
Weyerhaeuser Company Freetown | **Woodley Equipment** Hopkinton | **WRH Industries** Fall River | **Yankee Candle** South Hadley

Note: Over the 20-year period, some companies may have moved from the locations cited above.

Partners: building connections



MassEcon members Carol Adey of CoreNet Global New England and Doug Landry of VHB

Private Sector Engagement

A UNIQUE element of MassEcon's services is the ability to rally its private sector membership to support business recruitment and retention. Under the Team Massachusetts umbrella, MassEcon members volunteer to provide real estate market overviews, site tours, cost estimates, community information, sector knowledge, and more — all on behalf of growing jobs in Massachusetts.

Regional & Local Partnerships

MASSECON'S corporate members from the regional and local economic development community immeasurably add to the ability to promote the assets of all regions of the state. Working together with MassEcon, these organizations are instrumental in educating decision-makers about the benefits of growing businesses in their areas. MassEcon's

staff, in turn, provides resources to its local and regional partners. In 2013, MassEcon staff presented expertise at the Marlborough EDC Manufacturing Summit and served on the 495/MetroWest Partnership board, the New England Economic Partnership board, and the EDC of Western Massachusetts Corporate Attraction Committee.

- 1Berkshire
- 495/MetroWest Partnership
- Boston Redevelopment Authority
- Brockton 21st Century
- Marlborough EDC
- Merrimack Valley EDC
- North Shore Alliance for Economic Development
- Pittsfield Economic Development Authority
- SouthCoast Development Partnership
- Quincy Chamber of Commerce
- Taunton Development Corporation
- Western Massachusetts EDC

“MASSECON IS AN IMPORTANT CONTRIBUTOR TO THE ECONOMIC DEVELOPMENT EFFORTS OF OUR COMMUNITY. THEIR RELATIONSHIPS WITH LOCATION DECISION-MAKERS IS UNPARALLELED, ENABLING US TO SHOWCASE OUR ASSETS TO A GLOBAL MARKET.”

TIM CUMMINGS
EXECUTIVE DIRECTOR

MARLBOROUGH ECONOMIC DEVELOPMENT CORPORATION



Annual Conference presenters (from left) moderator Barry Bluestone, Northeastern University and panelists David Garrison, Micron Products; Amy Villeneuve, Kiva Systems; Christopher Perley, Dyax Corp; and Elisabeth Reynolds, MIT Industrial Performance Center.

Moderator

Barry Bluestone

Founding Director
Dukakis Center at Northeastern
University

Panelists

David Garrison

Chief Financial Officer
Micron Products

Christopher Perley

Senior Vice President of
Technical Operations
Dyax Corp

Elisabeth Reynolds

Executive Director
MIT Industrial Performance Center

Amy Villeneuve

President and Chief Operating Officer
Kiva Systems

MASSECON'S 20TH Annual Conference — *Manufacturing Transformed: What's New and What's Next?* was held for over 100 attendees on June 21st at the Newton Marriott Hotel. The conference, sponsored by the law firm of Bowditch & Dewey, drew upon the expertise of leaders from academia, robotics, biopharmaceutical, and medical device industries. Panelists spoke about industry trends, the environment for manufacturing in Massachusetts, and the needs of this important sector for a skilled workforce.



(from top left) Panelist Elisabeth Reynolds, MIT Industrial Performance Center; Panelist Amy Villeneuve, Kiva Systems; Stephen Flavin, WPI, posing questions to the panel.



Michael Tamasi, CEO of Accurounds, providing feedback to panel at Annual Conference.

INDUSTRY ROUNDTABLES

MassEcon's industry roundtables enable our members to interact in a small group setting with industry experts from key sectors of the economy. In 2013, we focused on eHealth, hosted at Westborough's eClinical Works.

Presenters

John Campbell CIO
Spaulding Rehabilitation
Network at Partners Healthcare

Girish Kumar Navani CEO
eClinicalWorks

Laurance Stuntz Director
Massachusetts eHealth Institute

Guanglan Zhang
Assistant Professor
Information Technology
BU Metropolitan College



(Left to right) Secretary Greg Bialecki, Executive Office of Housing and Economic Development; Jerry Sargent, President, Citizens Bank; Susan Houston, Executive Director, MassEcon; and Fred Mulligan, Chairman, MassEcon.



(from top) Secretary Greg Bialecki, Executive Office of Housing and Economic Development, accepting the Public Service Award; Tim Adams, CFO of athenahealth, accepting the Gold Award for Greater Boston.

Economic Impact Awards 2013

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 story before their peers, and it culminates with an awards luncheon on the Tuesday before Thanksgiving. On November 26, 2013, before 400 guests, and with the generous support of Presenting Sponsor RBS Citizens, MassEcon presented the **Tenth Annual Team Massachusetts Economic Impact Awards** to fifteen outstanding companies and to an individual who displayed exemplary leadership in economic development.



ECONOMIC IMPACT AWARD WINNERS

2013

CENTRAL

Gold Unum
Silver St. Vincent Hospital
Bronze Saint-Gobain

GREATER BOSTON

Gold athenahealth
Silver Momenta Pharmaceuticals
Bronze EnerNOC

NORTHEAST

Gold Red Hat
Silver E Ink
Bronze PAREXEL

SOUTHEAST

Gold Hamilton Storage Technologies
Silver LeachGarner Company
Bronze Granite Telecommunications

WEST

Gold Lenox Tools
Silver Gulfstream Aerospace

Company to Watch

Boston Biomedical, Inc.

Public Service Award

Greg Bialecki, Secretary of Housing and Economic Development

Corporate Welcome Reception

EACH YEAR, MASSECON WELCOMES companies new to Massachusetts at its 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.

BTI Systems | CitySprout | Copa Airlines | Cureport | Desalitech | EnergySavvy | Janji | Johnson & Johnson MarketMeSuite | Nipendo | PayPal | Rhode Island Novelty Company | Sequence, Inc. & PCI LLC | Sialex Sony DADC | Xenetic Biosciences | Zappix



Honorees at the Fifth Annual Corporate Welcome Reception, hosted by Genzyme and sponsored by BioMed Realty. The reception welcomed 17 companies whose executives are pictured above.



Corporate Welcome Honoree David Chang, COO, PayPal Media Network



Corporate Welcome Honorees Jesse Mayhew and Will Trienens Co-founders, CitySprout



“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

2013 Highlights

January 18
Members Meeting
Dr. Alan Clayton Matthews
Northeastern University

April 5
Members Meeting
Alicia Barton, CEO
MA Clean Energy Center

April 11
Corporate Welcome Reception

April 22-25
MassEcon at BIO Summit
Chicago

May 9
Business Attraction Mission
NYC

June 6
Members Meeting
Secretary Richard Davey
MassDOT

June 18-20
Business Attraction Mission
Medical Device Industry Show
Philadelphia

June 21
Annual Conference
Manufacturing Transformed

July 17
Summer Reception
Tom Glynn, CEO
Massport

September 17
Economic Impact Finalists
Reception

September 27
Members Meeting
Michael Widmer, CEO
MA Taxpayers Foundation

October 29
EHealth Roundtable

November 26
Economic Impact Awards

December 13
Annual Holiday Lunch
Dan Kenary, CEO
Harpoon Brewery

Highlights: celebrating 20 years helping Ma

1993 The Massachusetts Alliance for Economic Development, then known as MAED, is launched as the state's first public-private partnership to promote Massachusetts as a place to do business



Governor Mitt Romney speaks at the Second Annual Team Massachusetts Economic Impact Awards Luncheon in 2005

1997 Es
& Information Se
provide companies v
need to evaluate the
place to locate their

1998 De
Governor's Council
Growth & Technolo
Massachusetts An

1994
Launches
the statewide
**Site Finder
Service**



Yang Jiechi, China's Ambassador to the United States, speaks at the First Annual Team Massachusetts Economic Impact Awards Luncheon in 2004

1996
Publishes the first
**Massachusetts
Industrial and
Research Park
Directory** in joint venture
with NAIOP



New England Patriots owner Robert Kraft and Governor Deval Patrick at the Fifth Annual Economic Impacts Awards in 2008



Massachusetts Speaker of the House Robert DeLeo, featured speaker at 2009 Summer Reception

1999
Launches *In Brief*,
a monthly newsletter
highlighting company
expansions, product
launches, and attributes
of the state



Susan Windham-Bannister, President and CEO of the Massachusetts Life Sciences Center, on panel at the 2011 Annual Conference

2001 Convenes the **First Statewide Regions and Industry Clusters Forum**, a conference opened by the Governor, and which provides a framework for keeping expanding business in Massachusetts



Former Zipcar CEO Scott Griffith (second from right), featured speaker at the 2010 Holiday Lunch, with members of MassEcon

establishes the **Research Service**, designed to provide the information they need to grow the Commonwealth as a business

designated by the Governor on Economic Development to revive the **Massachusetts Ambassadors** program



Diane Hessian, CEO of Communispace, accepting the Gold Award for Greater Boston at the Eighth Annual Economic Impact Awards in 2011

2004 Hosts the **First Annual Team Massachusetts Economic Impact Awards** event in Massachusetts



Honorees of the First Annual Corporate Welcome Reception in 2009



MassDevelopment President and CEO Marty Jones, featured speaker at the 2011 Summer Reception

2008 Celebrates **15th Anniversary**, officially adopts MassEcon as entity name



2009 Hosts the **First Annual Corporate Welcome Reception**



John Fish, CEO of Suffolk Construction, and featured speaker Robert Caret, President of UMass, at the 2011 Holiday Lunch



Governor Deval Patrick, featured speaker at the Ninth Annual Economic Impact Awards in 2012

2010 Welcomes national site location consultants to Massachusetts as part of the first-ever **ReadyMass** initiative, a program showcasing Massachusetts as a premier business location



2011 Appointed to serve on the Massachusetts Marketing Partnership Board

2013 Celebrates its **20th Anniversary** with the launch of re-designed website and ReadyMass 100 program

STAFF

Susan Houston
Executive Director

Douglas Kehlhenn
Senior Director

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Samantha Lordi
Marketing Communications Manager

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Vanshi Mehta
Casey Price

Interns

Casey Accardi
Michael Pescuma

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William Van Dam
Northeast Utilities

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Aerotek

AGC of Massachusetts

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Boston Redevelopment Authority

Bowditch & Dewey

Brockton 21st Century

BSC Group

BU Metropolitan College

Campanelli

Coldwell Banker Residential
Brokerage

Connelly Partners

CoreNet Global, New England
Chapter

Cresa Boston

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Dacon Corporation

DLA Piper

Eastern Bank Corporation

Economic Development Council of
Western MA

Fidelity Investments

Hinckley Allen

Howland Development

IBM

Insperty

Investment Consulting Associates

J. Calnan & Associates, Inc.

Marlborough Economic
Development Corporation

Massachusetts Smart Growth
Alliance

MassDevelopment

MassMEDIC

Massport

Merrimack Valley Economic
Development Council

Middlesex Savings Bank

NAI Hunneman

NAIOP

National Grid

NB Development Group

Newmark Grubb Knight Frank

North Shore Alliance for Economic
Development

Northeast Utilities

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O'Connell Companies

Ozzy Properties

Patriot Place

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Pittsfield Economic Development
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Suffolk Construction

Taunton Development Corporation

TD Bank Group

Transwestern | RBJ

Unitil

Vanasse Hangen Brustlin

WPI

Wyman Street Advisors

