
Mid-Year Highlights: January 1, 2017-June 30, 2017

DECISION SUPPORT TO EXPANDING AND RELOCATING COMPANIES

- MassEcon provided customized support to **28** companies that were associated with approximately **4,000** jobs. Customers of MassEcon's Site Finder Service sought **4 million** SF of space and **305** acres of land.
- Highlights:
 - **#2747 Win: DMI** A medical device diagnostics company will lease 22,000 SF at One Oak Park Drive in Bedford and create 30 new jobs.
 - **#2836 Active: Project Voyage:** Confidential major wholesaler of technology products and services seeking best labor market for its facility before embarking on site search. This project represents 200 jobs. MassEcon members Aerotek and Winter Wyman were interviewed by the consultant to share knowledge of the labor market.
- Under the Team Massachusetts umbrella, **8** MassEcon members volunteered services that included design, construction, real estate, labor force, and research expertise to companies considering MA as expansion location.

MASS ECON CONFERENCES AND FORUMS

- Hosted Annual Conference, *The Future is Now: How Massachusetts Technologies are Shaping the World*, attended by more than 110 participants. (Thank you to our lead sponsor **TD Bank**)
 - Moderator: Curt Nickisch, Senior Editor, *Harvard Business Review*
 - Featured Speaker: Daniel Isenberg, Professor of Entrepreneurship Practice, Babson Executive Education
 - Panelists:
 - Chris Gahagan, CEO, Symbotic
 - Emily Reichert, CEO, Greentown Labs
 - Ana Maiques, CEO, Neuroelectrics
- Hosted member meetings with featured speakers including:
 - Alan Clayton-Matthews, Director of the New England Economic Partnership and Northeastern University Professor
 - Stephen Pike, CEO, Massachusetts Clean Energy Center
 - Mike Kennealy, Assistant Secretary for Business Growth and Tony Kotarski, Commercial Operations Leader North & South America, GE Healthcare Life Sciences. Meeting hosted at GE Healthcare with tour of bioprocess lab.
- Hosted **Incentives Roundtable** for members at Ernst & Young. Panelists included experts from E&Y, Investment Consulting Associates, MassDevelopment, MA Life Sciences Center, MA Office of Business Development, New England Economic Development Corporation.

MASSACHUSETTS AMBASSADORS

- [Ninth Annual Corporate Welcome Reception](#) hosted by **Sanofi Genzyme** in Cambridge. MassEcon and Governor Baker welcomed executives from **3Decor, Air Berlin, Bayer East Coast Innovation Center, BeWell Connect's Visiomed Group, Biognosys, Brammer Bio, Duro-Last, DONG Energy, Eataly, Founders Science Group, For The Record, LEO Pharma, Moby Dick Brewing, Nexthink, Smartick, Signature Healthcare Services, Prodrive Technologies, and Vcanbio** as new additions to the Commonwealth's business landscape. (Thank you to sponsors, **Sanofi Genzyme** and **WPI!**)
- **NAI Hunneman, Cutler, Massport, and WinterWyman** hosted company officials from China touring properties for a 1.4 MSF solar panel manufacturing facility.

RESEARCH REPORT

- Released *Choosing Massachusetts for Business: Key Factors in Location Decision-Making* co-authored by UMass Donahue Institute
- Received report coverage in *Boston Globe, Providence Journal, WBZ Radio*, and other media
- Presented report findings to 495/MetroWest Partnership forum, Economic Development Committee of WPI Board, and House Co-chair of Economic Development and Emerging Technologies Committee

PARTNERSHIPS

- Represent MassEcon on the **Massachusetts Marketing Partnership Board**
- Serve on boards of **JVS** and **New England Economic Partnership**
- Represent MassEcon on the **Marlborough EDC Board** and **Marketing Committee**
- Represent MassEcon at the **495/MetroWest Partnership's Combined Committee Meetings**

TRADE SHOWS & SITE SELECTOR RECEPTIONS

- Hosted hospitality reception for site selectors in NYC (Thanks to sponsors **Cutler, Marlborough EDC, VHB, and Union Point**)
- Attended Medical Design and Manufacturing (MD&M) East trade show in New York
- Made office visits to 9 site location consultants in Atlanta
- Attended Unmanned Vehicle Systems trade show in Dallas with **MassDevelopment**
- Hosted hospitality reception for site selectors in Dallas (Thanks to sponsor **Marlborough EDC**)
- Hosted hospitality reception for site selectors in Chicago (Thanks to sponsor **Marlborough EDC**)
- Hosted booth at BIO International Convention in San Diego as part of the MassBio Massachusetts Pavilion

NEW MEMBERS

- Sanofi Genzyme
- Sentry Commercial
- Shire

SOCIAL MEDIA & PRESS

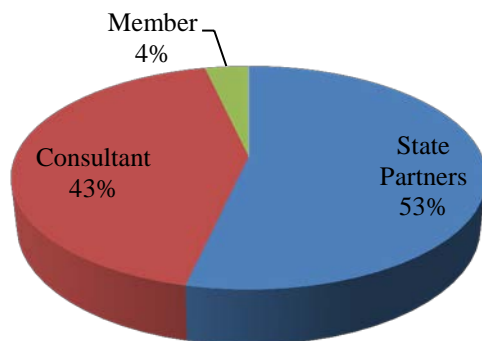
- Received 14 [press mentions](#) in publications including *The Boston Globe, Boston Business Journal, Worcester Business Journal, MassLive, BusinessWest, Providence Journal, and Commonwealth Magazine*
- Increased Twitter following by 11% (to more than 3,767 followers)
- Implemented social media outreach through Twitter to more than 25 legislators), alerting them of expansions in their communities

READYMASS 100

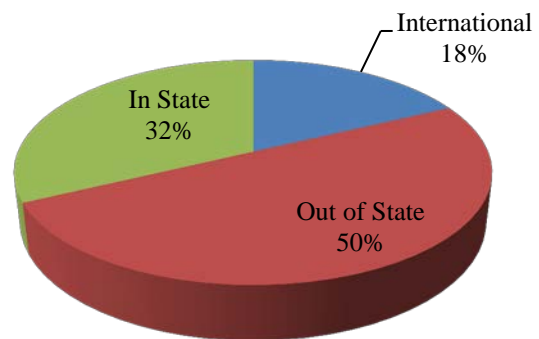
- Selected 5 new properties to be included in the ReadyMass 100 portfolio
- ReadyMass 100 online listings generated approximately \$9,000 to help support ReadyMass marketing initiative

COMPANIES SERVED

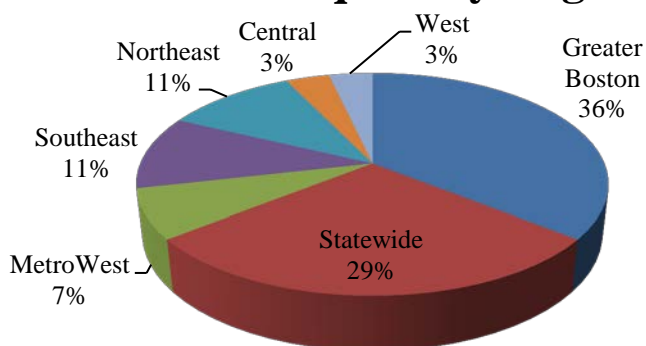
Lead Sources



Company Origins



Search Request by Region



Industry Types

