



MassEcon Developments

News for Members

July 2014

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MassEcon

Location is everything.



MA Secretary of Housing & Economic Development Greg Bialecki addresses attendees of MassEcon's Annual Conference. Secretary Bialecki also served as the Panel Moderator.



Conference Panelists included Joe Zink of Atlantic Management Corp., Anita Worden of Solectria, and Tim Healy of EnerNOC

MassEcon News

Annual Conference: Prime Properties, Prime Communities

The Annual Conference on *Prime Properties, Prime Communities* was a huge success as MassEcon welcomed more than 120 business leaders, academics, and public officials from across the Commonwealth. Thank you to panelists, sponsors, workshop leaders, and attendees who explored choosing locations for growth-oriented companies. Check out coverage from the event [here](#), including the Executive Summary.

Government Relations

Thanks to MassEcon's Government Relations Task Force, the major gubernatorial candidates will be meeting with Susan Houston and several board members to share perspectives on economic development in Massachusetts. MassEcon has a history of working closely with five gubernatorial administrations and looks forward to partnering with the next!

MassEcon on the Road

Medical Design & Manufacturing East Trade Show

MassEcon's Doug Kehlhem and Kelly Arvidson of MassDevelopment attended the **Medical Design and Manufacturing East** trade show at the Jacob Javits Center in New York City in early June. In making their rounds, they visited with nearly 50 companies based in Massachusetts and exhibiting at the show. Some of the companies have requested further follow-up regarding future growth plans.

Site Selection Reception

While in New York City, MassEcon hosted an evening reception at 230 Fifth for site selectors and corporate real estate executives. This was a productive way to engage with corporate decision-makers about the advantages of doing business in Massachusetts. Representatives from Studley, Sony Corporation, KPMG, Ernst & Young, Duff & Phelps, Cresa, and Newmark Grubb Knight Frank were in attendance. **Thank you to VHB, Marlborough EDC, and Hinckley Allen for sponsoring the reception.** Click [here](#) to learn more about the event.

Bio International Convention

At the end of June, Doug Kehlhem attended the **BIO International Convention** in San Diego with the Massachusetts delegation headed by MassBio and the Massachusetts Life Sciences Center. MassEcon, Marlborough EDC, MassDevelopment, and the MetroWest Chamber of Commerce teamed up to share a pod in the Massachusetts Pavilion. Economic development representatives participated in Global Connect, meetings with companies interested in expanding in Massachusetts. Click [here](#) to learn more about the event.



Scott Madden of Connelly Partners offers insight to attendees of the "Marketing Matters" breakout session, co-led by Chris Steele of Investment Consulting Associates.



Marty Jones of MassDevelopment speaks with Mayor Daniel Rivera of Lawrence.

2013 Annual Review: Celebrating 20 Years



Click [here](#) to view the report.

Upcoming Events

Members Meeting & Summer Reception

When: Wednesday, July 16:

- Members Meeting: 4-4:30 p.m.
- Summer Reception: 4:30-6:30 p.m.

Where: Nutter, McClennen & Fish, 155 Seaport Boulevard, Boston

Featured Speaker: John Barros, Boston's Chief of Economic Development

Click [here](#) to register for the Members Meeting & Summer Reception.

Tour of Dudley Municipal Center

When: Wednesday, July 23; 10 - 11:30 a.m.

Where: 22-23 Warren Street, Boston

Participants will gather in Boston and be given hard hats and vests for MassEcon's customized tour of the [Dudley Municipal Center](#). The historic Ferdinand Building will be preserved as the Dudley Municipal Center and stand as the centerpiece of the Dudley Square area's revitalization. This event is open to a few more members. Please let [Annie O'Connell](#) know if you are interested.

Team Massachusetts Economic Impact Awards - Finalists Reception

When: Wednesday, September 17

Where: TBD

Stay tuned for details.

Welcome New Members

Welcome to our newest members: **Economic Development Incentives, Inc.** and **Ernst & Young**. Thank you for joining our efforts to present Massachusetts as a premier destination for business and growth. Welcome aboard to Hal Davis and Matt Kelley who will be representing their organizations!

Member News

Looking to network and accelerate your business? **IBM's SmartCamp** is the perfect opportunity! On Tuesday, July 22 from Noon until 6 p.m., successful entrepreneurs will be sharing their stories, and SmartCamp Finalists will present their business models and how their innovative solutions will make our planet smarter. Click [here](#) to register.

The Bruins have signed a letter of intent for a long-term lease for an NHL-regulation rink to be built at

New Balance's \$500 million Boston Landing, a 15-acre, mixed-use development in Brighton. The rink is slated for completion in fall 2016.

Two member companies, **RBS Citizens** and **Santander**, are helping fund the development of two new Boston hotels. The construction loan will go toward building a 300-room and a 180-room hotel next to the Boston Convention Center.

Laurie Leshin began her tenure as **WPI's** president on July 1. Selected from a pool of more than 200, Leshin is a former NASA official and is the first woman selected president of the institution.

As of January 1, 2015, **VHB** has named Michael J. Carragher as the third President and CEO in the firm's 35 year history. MassEcon Board Member and **VHB** CEO Bob Brustlin will take on the role of Chairman. Read more [here](#).

Please send [Annie O'Connell](#) your member news!



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2014 Calendar Highlights

Wednesday, July 16
Summer Reception

Wednesday, September 17
Finalists Reception

Wednesday, September 24
Members Meeting

Tuesday, November 25
Economic Impact Awards

Thursday, December 11
Annual Meeting & Holiday Lunch Featured
Speaker: Laurie Leshin, WPI President

Get Connected with MassEcon



Projects

#2638

MassEcon is assisting a Chicago-based site location consultant representing an Israeli software technology company whose focus is workforce management solutions. The company is developing a next-generation software release into the market in 2015, and upon successful understanding of the market's needs, will potentially consider U.S. based operations.

Update: Thank you to AccuRounds, Newell Rubbermaid, Friendly's Corporation, Lenox Tools, and Heat Trade Products, all for meeting with this company.

#2628

Project 2020: An out-of-state site location consulting firm is representing a confidential client with a relocation of their North American headquarters. The company will need to lease 50,000-55,000 SF of class A office space in a suburban office park setting. The company intends to have 150 full-time employees in the headquarters initially. Total employment is anticipated to grow to 175 employees within five years.

Update: MassEcon recently received notification from the Project 2020 team that Massachusetts is not a finalist for this project. The site consultant was asked to share the reasons why Massachusetts was not selected as a finalist and are awaiting that information.

#2538

Project Kayak: 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.

Update: The client is actively considering real estate options in the market.

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

Staff in Action

New Faces and Farewell

Annie O'Connell joined MassEcon in June as the Marketing Communications Coordinator. She brings a background in journalism, community development and conflict resolution to her new role and has already helped to promote and manage the Annual Conference, produced our latest newsletter, and oversaw our social media presence. You can view Annie's profile [here](#).

Sofia Rojo del Busto joined MassEcon as our new co-op where her responsibilities include event planning and execution, communications, research, and administrative support. She is currently a third-year student at Northeastern University pursuing a degree in Business Administration with a dual concentration in marketing and management. A Central Texas native, Sofia brings a diverse skill set which will help her contribute to furthering MassEcon's goals through the second half of 2014.

Melissa Fu has wrapped up her co-op experience with MassEcon. She was key in making preparations for the Annual Conference last month. Over the last six months, Melissa helped with MassEcon's social media presence, maintained the ReadyMass100 database, and organized meeting and events. We wish her the best of luck as she returns to Northeastern!