



HAPPY HOLIDAYS FROM  
MASSECON!

## Annual Meeting and Holiday Lunch Highlights and...

At this year's Annual Meeting and Holiday Lunch, [six new directors were elected to the board](#): Tamara Small, CEO-elect, NAIOP; Theresa Conroy, Vice President, TD Bank; Tiffany Gallo, Vice President of Project Development, Cutler Associates; Rich Hollworth, Principal/Managing Director of Land Development, VHB; Michael Houllahan, Market Executive, Chase Bank; and Alice Pomponio, Founder and Managing Director at Accendo Bio and Advisor at Red Sky Partners. Click [here](#) for the press release announcing directors.

Following the Annual Meeting, PawSox President Dr. Charles Steinberg delivered keynote remarks to over 85 guests at the MassEcon Holiday Lunch. Read [The Boston Globe](#) article covering Dr. Charles Steinberg's remarks (scroll down to "Behind the Deal that Will Bring the PawSox to Worcester").

View the event photos [here](#).

Thank you to Holiday Lunch sponsor [Unitil](#).

## ...2018 Year End Report

Click here to read MassEcon's [Year End Report](#) showcasing accomplishments in 2018. Thank you to our members for supporting our work!



## Economic Impact Awards Highlights

Nearly 400 business leaders and public officials from all parts of Massachusetts gathered for the 15th Annual Team Massachusetts Economic Impact Awards. Watch recently released [videos](#) from the event. Click [here](#) to learn more about the winning companies, view event photos, and read the event press release. Check out press coverage in the [Boston Real Estate Times](#), [Lowell Sun](#), [MassLive](#), and the [Mass It's All Here Blog](#).

Thank you to Presenting Sponsor [Citizens Bank](#)!

## Thank You to Interns Danielle and Elsa!

Thank you to Danielle and Elsa for all of your hard work this semester to execute the Economic Impact Awards, September members meeting, and day-to-day operations of MassEcon. Best of luck in your last semesters at Boston University! We know you'll go on to do great things and hope you'll keep in touch!

## Join a Committee in 2019

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 Intelligence, Government Relations, or Next Gen leadership, we have a spot for you. Learn more [here](#).

## MassEcon Video Celebrating 25 Years!

Check out the [video](#), which debuted at the Economic Impact Awards Luncheon, commemorating MassEcon's 25th Anniversary where you can learn more about our evolution as an organization and continuity across administrations! Thanks to Jerry Sargent, Niraj Shah, Lauren Liss, and Stephen Flavin for their time in the "interview seat".



celebrating

**25**  
*Years*

# Upcoming Events

## January Members Meeting: Outlook for the 2019 Massachusetts Economy

**Who:** Alan Clayton-Matthews

**When:** Friday, January 18, 2019

**Where:** 200 Friberg Parkway, Westborough (Second Floor Conference Room)

RSVP to [Annie](#)



Check out **CBRE's** Q3 2018 report on the Greater Boston Suburban Office market covering MetroWest, MetroSouth, and MetroNorth. Currently there is more than **6.4 million SF** of active occupier demand in this market - with more than 37% of the requirements from the tech sector and 20% from life science firms. Read more [here](#). Additionally, CBRE was the **winner of seven Building Owners and Managers Association (BOMA) awards**. Read more [here](#).

On February 7, the **N-Squared Innovation District** will host **Innovate 128**, an event to showcase the entrepreneurial ecosystem happening at the colleges and universities in Boston's inner western suburbs. Learn more [here](#). The Newton-Needham Chamber of Commerce received a **\$25,000 MassDevelopment** grant to find N-Squared Innovation District a new, larger space. (Also, N-Squared Innovation District-based Empow won an \$85,000 grant to build a VR/AR space.) Read more [here](#).

**MassDevelopment** issued a **\$132 million bond** to help build, furnish, and equip a residence hall at **UMass Dartmouth**. Read more [here](#).

**WPI** received a **\$3.5 million** grant to develop a robotic system to eliminate brain tumors. The system operates within an MRI scanner and delivers a minimally invasive ultrasound to destroy certain tumors. Read more [here](#). With a **\$350,000 grant** from the National Science Foundation, researchers from **WPI** are developing a microwave-size biosensor prototype. Read more [here](#).

**#2877:** MassEcon was contacted by a New York-based site location consultant representing an inbound e-commerce call center client requiring 50K SF to accommodate 500 employees. The company plans to open three call centers in different markets between Q3 2018 and Q3 2019, with both Springfield and Pittsfield under consideration. **Update: Win! Wayfair will locate a sales and service center at Clock Tower Business Center in Pittsfield and employ 300 to start.**

**#2894:** MassEcon, MassBio, MOBD, MLSC, and MassDevelopment are working with a bio-manufacturing prospect that needs 50 acres to build a 250K SF facility and land for future expansion, within a 90-minute drive from Cambridge. The company will employ 150 to start. Multiple states and countries are being considered at this time. A site will be selected in mid-2019. **Update: The team from MassEcon, MOBD, MLSC, MassBio, and MassDevelopment met with this prospect this month. The company has a relationship with a major real estate firm.**

**#2902:** Project Independence II, MassEcon, EDC of Western Mass, and MOBD are working with a location consultant based in Memphis representing a client (HQ outside the Northeast) that needs a location for a Northeast distribution center. Total facility build-out will be 1 million SF on 80 acres. 200-300 employees hired locally. **Update: A 90-acre site in Southwick was considered, but won't be ready soon enough due to outstanding MEPA permitting requirements.**

**Conway Inc.** announced the acquisition of **Investment Consulting Associates**, doubling the size of Conway's Advisory division and will add Free Zone advisory services to its expansive value-proposition offerings. Read more [here](#).

**Chase Bank** plans to open **18 retail branches** in Greater Boston by the end of 2019. Read more [here](#).

In January 2019, **Middlesex Savings Bank** will make **unrestricted gifts through its charitable foundation to 84 community service organizations**: 31 food pantries will each receive a donation of \$20,000 while 27 libraries and 26 senior centers will each receive \$15,000. Read more [here](#).

As part of a plan to redevelop affordable housing units in East Boston, **Citizens Bank's** Community Development Group provided **\$26 million in construction financing**. Read more [here](#).

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

## Staff In Action

**Susan Houston's** year-end included working with the MassEcon team to execute the Economic Impact Awards, Annual Meeting, and Holiday Lunch; representing MassEcon on the MA Marketing Partnership board; hosting new member IndusPAD ; supporting the Nominating Committee as it considered new directors and the Executive Committee as it wrapped up year-end; and working closely with incoming Executive Director **Pete Abair** on all things related to the transition.

**Doug Kehlhem** was recently in Southwick with JM Mullis Consulting working on Project Independence II with local and regional partners. Doug also worked with the Location Intelligence Committee selecting new properties for the ReadyMass 100 portfolio and has been working on Project Pumpkin. He's currently putting together the plan of out-of-state business recruitment receptions for the first half of 2019. Please let Doug know ([dkehlhem@massecon.com](mailto:dkehlhem@massecon.com)) if you would like to participate at these receptions.

**Annie O'Connell** executed the Economic Impact Awards and Annual Meeting & Holiday Lunch. She also attended two workshops as part of the Greater Boston Chamber of Commerce Women's Leadership Program and recruited two spring semester interns.

**#2908:** Project Pumpkin, a late phase clinical trial phase cell therapy company is investigating locations for its first commercial-scale GMP manufacturing facility. The proposed facility would employ approximately 150 and contain 100K SF of manufacturing (clean room), lab, warehouse and office space, expandable to 150K SF. Start-up is projected to be Q1, 2021, with a location decision required by early in 2019 to ensure an adequate runway to select, build out and commission the new facility. **Notes: MassEcon, MassBio, and MLSC recently responded to a request for industry information. The consulting team will investigate incentives among shortlisted locations during the next phase.**

# 2019 CALENDAR HIGHLIGHTS

**JAN 18**

Members Meeting  
Featured Speaker: Alan Clayton-Matthews  
Outlook for the 2019 Massachusetts Economy

**FEB 7**

Board Meeting

**MAR 15**

Members Meeting

**APR 4**

Board Meeting

**APR 10**

Corporate Welcome Reception

**APR 23**

MassEcon Mixer

**MAY 17**

Members Meeting

**JUN 6**

Board Meeting

**JUN 14**

Annual Conference

**JUL 10**

Summer Reception

**SEP 11**

Economic Impact Awards - Finalists Reception

**SEP 27**

Members Meeting

**OCT 3**

Board Meeting

**NOV 26**

Team Massachusetts Economic  
Impact Awards

**DEC 12**

Annual Meeting and Holiday Lunch

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