

MassEcon Developments

News for Members September 2013

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Greg Buscone, representing Presenting Sponsor, RBS Citizens, addresses the audience at the Finalists Reception



Sharon Deffely and Stephen Flavin, representing Hall of Fame Sponsor WPI, check in at the Finalists Reception

Dear Member,
 Fall is upon us along with a bustling awards season and outstanding programming. We have plenty to report!

MassEcon News

Welcome New Members
 This month we welcome our newest member, [Howland Development](#).
 Based in Wilmington, Howland is a full-service development, management, and leasing company that develops, leases and manages over 3M SF of space throughout New England. [Paul Richardson](#) will be representing Howland Development.

Tenth Annual Team Massachusetts Economic Impact Awards Twenty-two [finalists](#) competing for the Annual Team Massachusetts Economic Impact Awards gathered to tell their impressive growth stories at the UMass Club on September 17th. **View [videos](#) and [photos](#) from this energy-filled event!** The Finalists Reception was open to judges and sponsors of the November Economic Impact Awards and featured guest speaker, Secretary of EOHEd, Greg Bialecki. **To learn more about award sponsorship opportunities and benefits, please click [here](#).**

Meet the Members - NEW!
Get to know MassEcon's newest additions

[Insperity](#) is headquartered in Houston Texas, with a major northeast presence in Massachusetts. For 27 years, Insperity has provided a wide range of services to growth-oriented companies to enable them to focus on their core business. Among these services are human resources outsourcing, payroll, recruiting, retirement, and insurance. **Contact: [Lyn Kaplan](#)**

[Marlborough Economic Development Corporation](#) is the state-chartered economic development corporation for the City of Marlborough. As a public-private partnership, MEDC works with municipal and private investors to foster economic development, job growth and community development in the city. It is also the sales and promotional arm for the City of Marlborough.



Secretary Greg Bialecki chats with the Finalists at the September reception

2013 Economic Impact Awards Finalists Reception

- [VIDEO](#)
- [PHOTOS](#)
- [SPONSORSHIP](#)



2013 Team Massachusetts Economic Impact Awards

PRESENTING SPONSOR
[visit RBS Citizens online](#)

Hall of Fame Sponsor



Join our growing list of sponsors!



Contact: [Tim Cummings](#)

[OSRAM SYLVANIA](#), whose North American headquarters is located in Danvers, offers an innovative spectrum of advanced, energy-saving lighting products, systems and services from: OSRAM, OSRAM SYLVANIA, Traxon Technologies, ENCELIUM Technologies and OSRAM Opto Semiconductors.

Contact: [Erica Chapman](#)

[Wyman Street Advisors](#), based in Waltham, is a commercial brokerage, consulting and real estate development company. Client relationships are primarily advisory in nature and long term. The company's goal to be involved in the evaluation, strategic planning, and execution of the full real estate strategy. Contact: [Joseph Flynn](#)

Recognition and Thanks

Our sponsors and judges are what make the Team Massachusetts Economic Impact awards possible.

Thank you to [RBS Citizens](#), **Presenting Sponsor**, and [WPI](#), **Hall of Fame Sponsor**, for your generosity.

Thank you to our growing list of Gold, Silver, and Bronze Sponsors: **Massachusetts It's All Here, Cutler Associates, Sovereign Bank, VHB, RBJ, MassDevelopment, Cresa Boston, Fidelity, National Grid, and NAI Hunneman** for stepping up as early sponsors of the event!

Thank you to our **dedicated judges**, who spent the summer visiting our great pool of finalists and gathering in-depth information about their companies. We appreciate your time and expertise!

MassEcon Upcoming Events

Members Meeting:

After the Tech Tax Repeal: Lessons Learned and Unfinished Business

Featured Speaker Michael Widmer President, Massachusetts Taxpayers Foundation.

Date: Friday, September 27, 2013

Time: 8:30am registration

9:00am -10:00 Speaker and Q & A

10:00-10:30 Members Business Meeting

Place: 200 Friberg Parkway Westborough, MA

e-Health Industry Roundtable

Expert Panel:

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, Boston University Metropolitan College

Date: October 29th, 2013

Time: 10:00 -11:30am

Sovereign

Santander



nationalgrid



RICHARDS BARRY JOYCE & PARTNERS, LLC

NAI Hunneman



NB Guest Street Associates



Place: eClinical Works 3 Technology Drive Westborough
Join us in celebrating MassEcon's 20th Anniversary at the Team Massachusetts Economic Impact Awards & Luncheon

Date: November 26, 2013

Time: 11:00 am registration & networking, 12 noon program.

Place: Renaissance Hotel, Boston Seaport District

Annual Meeting and Holiday Lunch

Date: December 13, 2013

Time: 11:30 - 1:30pm

Place: UMass Club, 225 Franklin St, Boston

Member News

The **Marlborough Economic Development Corporation** is hosting the **2013 Marlborough Innovation Summit** on Friday, October 25 with Secretary Bialecki as featured speaker. This year's focus is on the manufacturing industry. MassEcon's **Doug Kehlhem** will be a panelist.

NB Guest Street Associates broke ground in Brighton on their Boston Landing development, a \$500 million mixed use project featuring New Balance world headquarters, hotel, retail stores, and an athletic facility.

Quincy 2000 announces the grand opening of the **Quincy Center for Innovation** on October 1st, a cooperative work environment supporting start-ups and early phase companies from across industry sectors.

The O'Connell Companies will be honored at MassInc's first annual Gateway Cities Innovation Institute Luncheon on November 12. The company is being honored for its pioneering investment in WPI's Gateway Park in Worcester.

National Grid, Northeast Utilities, and Unitil Corp. will buy 565 MW of electricity from six wind farms in ME and NH, enough to power an estimated 170,000 homes. The projects, in various stages, are expected to begin operations between 2014 and 2016 and will be a major milestone for New England's wind power industry.

Projects

#2590:

MassEcon and the Metro West Chamber of Commerce are working with a California-based clean technology company seeking to purchase or lease a large industrial building within a 50-mile radius of Littleton, MA. The company will employ 30-40 people to start. Sites in Millis, Marlborough, Leominster, and Westminster were visited during the site tour with company officials. *Update: Company officials have signed a purchase and sale agreement at 100 Simplex Drive in Westminster and plan to use the 658,000 SF building as a pilot facility, headquarters, and training center.*

#2600:

A Pittsburgh-based site consultant is representing a Fortune 100 company that wants to buy 80 usable acres to build a 500,000+ SF hub-distribution facility with a phased build-out approach. The company would like to consider land sites



The O'Connell Companies, Incorporated

2013 FALL HIGHLIGHTS

September 27, 2013 at 8:30am
Members Meeting Featuring:
Tech Tax Talk w/ Michael Widmer
200 Friberg Pkwy,
Westborough, MA [RSVP HERE](#)

October 18, 2013 at 8:30am
Board of Directors Meeting
DLA Piper
33 Arch St. Boston, MA

October 29, 2013 at 10:00am
eHealth Industry Roundtable
Open to members
eClinical Works
3 Technology Drive
Westborough, MA

November 26, 2013 at 11:00am
Team Massachusetts Economic Impact
Awards & Luncheon
Renaissance Hotel
Boston, MA

only, industrially zoned preferred, but will also consider land that needs to be rezoned. More than 100 people will be employed at this facility. Good highway access is extremely important. *Eastern NY, CT, and RI are also being considered. This company currently has smaller distribution centers in Massachusetts.*

#2601:

A Phoenix-based consultant is representing a translation services company, also headquartered in Phoenix, looking to lease a 50-200 seat high quality "plug and play" call center. The building must be located in a safe, generally clean area, with access to public transit. The company has found success in the past in utilizing space formerly occupied by financial institution call centers, which tend to have similar requirements. The overall search area is the Eastern time zone of the United States. *The building must be located in close proximity to a workforce of natural speakers of at least one of the following languages: Mandarin, Vietnamese, Arabic, Korean, Russian, Cantonese, Haitian Creole, Nepali, Somali, Burmese. A concentration in 1 to 3 languages is preferred at the call center.*

#2602:

A Massachusetts-based beverage bottling and distribution company, employing 275 people, is seeking to expand by leasing or buying 150,000-200,000 SF with min. 30' clear ceiling height located within the I-495 belt. The company must have freight rail service to the building. Min. 10-acre land sites will also be considered for a build-to-suit. *This company is exclusively represented by a local real estate broker.*

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

Staff News

This September, we welcome our newest intern, Mike Pescuma! A junior at Boston College, Mike is pursuing a BA in Political Science with a minor in Management & Leadership. Mike's previous internship experiences at a startup and at a nonprofit in New York City have helped to prepare him for MassEcon, where his duties include assisting with event management, newsletters, and any other projects that need a helping hand.



New branding!

The *Market Ready 100* is now the **ReadyMass 100**



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www.massecon.com

MassEcon is a private non-profit partnership of business and government dedicated to retaining and fostering economic growth in the Commonwealth of Massachusetts.



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