

# MassEcon Development

## News for Members

April 2011

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Group shot of the Corporate Welcome Honorees

[View more pictures from the Corporate Welcome Reception](#)



Secretary Greg Bialecki speaking with Jerry Sargent and Susan Houston looking on.



Representatives from HitPoint Studios, a gaming startup in Hatfield.

Thank you to  
  
 for hosting the Third Annual Corporate Welcome Reception



Dear MassEcon Member,

We have several interesting events on the horizon. The Renewable Energy Roundtable is coming up on April 29th. The roundtable is currently fully subscribed but other upcoming events are the IBM - Connecting Companies with Capital - event on May 11th and the Members and Board Meeting on May 20th featuring Dan O'Connell, President and CEO of the Massachusetts Competitive Partnership.

### MassEcon News

#### Medical Device Roundtable

The Executive Summary for the roundtable is now available online. If you would like to read it, please click [HERE](#).

#### Members & Board Meeting - New Initiatives Marketing Massachusetts Internationally

On March 25th, Ted Carr, Executive Director of MOITI presented to MassEcon members about initiatives to Market Massachusetts on an international level. He debriefed members about MOITI efforts, the newly formed Massachusetts Marketing Partnership, and the recent Innovation Economy Trade Mission to Israel and the UK.

#### Third Annual Corporate Welcome Reception

On March 30th, MassEcon Members and Massachusetts Ambassadors, welcomed thirteen companies new to the state at the Third Annual Corporate Welcome Reception. The reception hosted by Citizens Bank featured remarks from Secretary Greg Bialecki. The thirteen welcomed companies included Alliance Medical Gas Corporation of Springfield, Altaeros Energies of Cambridge, Backupify of Cambridge, EvaluatePharma of Boston, HitPoint Studios of Hatfield, IntegraGen, Inc. of Cambridge, Mobile Monitor Technologies of Newton, Moms and Jobs of Lowell, NemuCore Medical Innovations of Worcester, Sand9 of Cambridge, Sunovion Pharmaceuticals of Marlborough, TPI Composites of Fall River, and Xenics USA of Beverly. To read the BostInnovation coverage of the event, click [HERE](#).

#### Call for Nominations!

MassEcon is now collecting nominations for the 2011



Join entrepreneurs and venture capitalists for an event at the IBM Innovation Center Register [HERE](#)



Connect with MassEcon through these social media outlets.



If you would like to tape a 15 minute interview on MYOB Radio to talk about a project or company that you are working with, please contact [Mary Duggan](#).



Sovereign



Welcome to new MassEcon Members

Ask The Expert **Colin Angle**



Leading the Robotics Industry

Economic Impact Awards. Click [HERE](#) to nominate a company and send the completed form to [Mary Duggan](#).

### 2011 Committee Updates

- **Location Support** - next meeting -April 27th 12-2pm at Richards Barry Joyce & Partners, 53 State Street  
-**MarketReady Property Evaluation Meeting** - April 27th, 9:00-12:00, Richards Barry Joyce & Partners, 53 State Street
- **Marketing & Membership** - next meeting - TBD
- **Programs & Events** - next meeting - TBD
- **Government Affairs** - next meeting - May 4th 10-11:30, Bowditch & Dewey LLP, 175 Crossing Blvd, Suite 500, Framingham

### [Full descriptions of the committees.](#)

The MassEcon Committees are on their second rounds of meetings. If you are interested in joining a committee, please contact [Mary Duggan](#).

### Upcoming Events

#### Renewable Energy Roundtable April 29th

Time: 12-2pm

Place: DLA Piper (33 Arch St, Boston)

Anchors:

- Andy Chu, Ph.D., Vice President, A123 Systems
- Gregg Dixon, Senior Vice President, EnerNOC
- Patrick Cloney, Executive Director, Massachusetts Clean Energy Center
- Jon Abe, Senior Vice President, Nexamp
- Sue Hager, Vice President, Qteros

\*This roundtable is fully subscribed.

#### Connecting Companies with Capital: Driving Jobs & Growth Through Innovation May 11th

Time: 8am-4:30pm

Place: IBM Innovation Center, 404 Wyman St, Waltham

The event will bring together venture capitalists, angel investors, industry experts, and the startup, early stage, and entrepreneurial community at IBM's Innovation Center. The event will feature keynote addresses, expert panels, networking, and investor speed dating. Come and bring your clients to this event generously hosted by IBM. More information and registration [HERE](#)

#### Member & Board Meeting May 20th

Featured Speaker: Dan O'Connell, President & CEO, Massachusetts Competitive Partnership (MACP)

Time: 8:30-9:00 Networking

9:00-10:00 Presentation & Q+A

10:00-10:30 Members Business Meeting

ASK THE EXPERT  
Colin Angle, CEO, iRobot  
Click [HERE](#) to ask Colin a question.

Ask The Expert **David Theriault**



▶ Manufacturing in MA

David Theriault, President, Elite Envelope answered YOUR Questions. To read them, click [HERE](#).

10:30-11:30 Board Meeting

Place: [200 Friberg Parkway, 2nd fl conf rm, Westborough](#)

RSVP to [Mary Duggan](#)

**MassEcon Annual Conference**

***The Eds, Meds, and Massachusetts Industry:  
Partnering for Economic Growth***

**June 17th - Save the Date**

Registration not yet available

Time: 8:30-10:30am

Place: Newton Marriott Hotel (2345 Comm Ave, Newton)

**MassEcon Summer Reception**

**July 19, 2011 - Note New Date**

Place: Goulston & Storrs, 400 Atlantic Ave, Boston

Time: 4-6:30pm

**Projects**

**#2445:** MassEcon was contacted by the Massachusetts Office of Business Development to help on a site search for an out-of-state IT company with 15-20 employees looking to relocate to the Boston area (Cambridge, Boston, Somerville, Waltham) near public transportation. The company is seeking 2,500-4,000 SF with 4 private offices, cubicle space, and a lease rate sub-\$20/SF. The company will consider sublet space. *Notes: Cost will definitely be an issue with the company - we're in competition with Wilkes-Barre, PA; Naples, FL, and Silicon Valley, so out of all the options, Massachusetts is the second most expensive.*

**#2442 Project Shield:** MassEcon was contacted by an out-of-state site location consultant searching for 25-30 acres to build-to-suit or an existing 360,000 SF facility for a building materials manufacturing and distribution user. The requirements on the facility were vague; however, rail access is a must, as was major highway access within less than 5 miles and industrial zoning. The location needs were very specific, in that the company wanted to be located west of I-91. *Notes: MassEcon has a long standing relationship with the site location consultant and although we were able to learn that the company is also considering eastern New York.*

**#2441:** MassEcon was contacted by an out-of-state manufacturer through the MassEcon.com website seeking 50,000 SF (with expansion potential of 50,000 SF) of space with a minimum of 20' ceiling heights and 3 loading docks. The company's preference is to be located along Interstate 84 up through the 290/495 juncture with good highway access because of where their clients are located. *Notes: MassEcon will be setting up a conference call with MOBD, MassDevelopment, 495/MetroWest Partnership, and Worcester BDC to go over services available to them in*

*their search area. Based upon the product the company produces, MassEcon has also been trying to connect member, Abel Womack, to the company. The company is looking to delve more deeply into site options and connect to the team in mid-May.*

**#2437:** MassMEDIC introduced MassEcon to an Austrian medical device company that was interested in comparing the Boston area with Charlotte for a head sales and customer service office in the US. The company's US representative wanted to locate in the Boston area, but he was concerned about the cost differentials between the two cities. *Notes: MassEcon used the exemplary knowledge of its member company, KPMG, to look beyond the black and white costs to make the case for Massachusetts. The value proposition included demonstrating that Massachusetts is one of the top tier medical device states in the nation, has the greater number of Medical Equipment Supplies & Manufacturing employees, more flights to Europe, and more money spent on R&D than North Carolina.*

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## Member News

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Welcome to new MassEcon Members **Eastern Bank** and **Sovereign Bank**! [Joe Holland](#), Senior Vice President will be the key contact for Eastern Bank. [David L'Heureux](#), Senior Vice President and [Penny Garver](#), Senior Vice President, will be the key contacts for Sovereign Bank. A special thanks to Jerry Sargent, Bob Brustlin, and Bonnie Sullivan for helping make the introduction to MassEcon.

Congratulations to **Carol Adey**, recently named a 2011 Trailblazer for driving membership to **CoreNet Global New England Chapter**. Click [HERE](#) for more.

Congratulations to Board member **Jerry Sargent** for his gubernatorial appointment to the state's Economic Development Council. The council is charged with developing a written comprehensive economic policy for the Commonwealth and a strategic plan for implementing the policy, including establishing long-term goals and benchmarks which are not limited to a particular gubernatorial administration.

The **MassDevelopment** Board has selected **Marty Jones**, an experienced real estate developer and **NAIOP** Board Member, to serve the position of President and CEO. Click [HERE](#) for more.

The O'Connell Development Group is celebrating the Groundbreaking Ceremony for Gateway II on April 21st at 2:30pm. Lieutenant Governor Timothy Murray and Congressman James McGovern will be the special guests at the ceremony. Click [HERE](#) for more.

Massport is holding Asia Task Force lunch meetings on April 26th and 29th with American and Japan, and Delta Airlines respectively. The meetings will discuss the possibility for non-stop flights to Tokyo from Boston. If you are involved with international travel and are interested in attending as part of the task force, please contact [Susan Houston](#).

Dacon Corporation hosted an AME manufacturing roundtable on April 13th. AME is an association dedicated to continuous improvement and lean principles. As host, Dacon shared examples of how they use "standard work" during preconstruction planning. Click [HERE](#) for more.

Western Mass. Electric Co. is preparing to build a large solar-power facility on the site of a capped landfill on Cottage Street in Springfield. This project, and WMECo's solar-power project in Pittsfield, are breaking new ground in terms of size, scope, solar-power cost-effectiveness, as well as putting brownfield sites to new and productive uses. Click [HERE](#) for more.

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#### Staff in Action

[Susan Houston](#) has been spending time at the State House to meet with legislators and attend meetings including an Incentives Hearing and a Jobs Panel Commission Public Meeting. At the invitation of Senator Michael Rodrigues, Susan is also serving on a steering committee to plan a South Coast Life Sciences Day. Susan also attended the official welcoming of Sanofi-Aventis at Genzyme's headquarters. She is currently planning and gathering panelists for the MassEcon Annual Conference as well as working with colleague Rob on the Connecting Companies with Capital event.

[Rob Anderson](#) spent much of late March and early April planning events and working projects. Rob particularly has been involved with an IBM/MassEcon joint event - *Connecting Companies with Capital: Driving Job Creation Through Innovation* - being held on May 11th. At the end of April, Rob will be taking the MassEcon story out on the speaking circuit - get your calendars ready! On the evening of April 28th, Rob will be presenting to the International Facilities Management Association in Boston at a session titled, Economic Development Tools for Real Estate Expansions. Click [HERE](#) to learn more and register. That same day at lunch in Stow, Rob will be the keynote speaker at the [Middlesex West Chamber of Commerce 22nd Annual Meeting](#).



**Doug Kehlhem** has been active planning for the Renewable Energy Roundtable. He has also traveled to Western Massachusetts to participate in a corporate attraction meeting, a brokers meeting and the Logistics Conference co-hosted by AIM and the EDC of Western Mass. In two weeks Doug will be traveling to Chicago to host a booth at the CoreNet Global Summit.

**Mary Duggan** was busy at the end of March preparing for the Corporate Welcome Reception. She is now getting ready for the Renewable Energy Roundtable on April 29th. Recently, Mary and Susan met with a publisher and marketing director from Mass High Tech to talk about partnership opportunities. Mary is also looking for intern help this summer. Anyone know a student who's [interested?](#)



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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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