



MassEcon Developments

News for Members

February 2012

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Alan Clayton-Matthews of Northeastern University presenting on the Massachusetts economy at the MassEcon members meeting



Thank you to Genzyme Corporation for hosting the Fourth Annual Corporate Welcome Reception, which will take place on April 26th



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Connect with MassEcon through these social media outlets.

Dear MassEcon Member,

MassEcon held its first members meeting of the year on January 20th, and we look forward to your participation through 2012.

MassEcon News

MassEcon Members Meeting

On January 20th, **MassEcon** held its first members meeting of the year, which featured an excellent presentation by economist Alan Clayton-Matthews on the outlook of the Massachusetts economy. Clayton-Matthews stressed the importance of the manufacturing and tech industries in the Commonwealth, as well as the issues pertaining to exports and an aging workforce. To view slides from Alan Clayton-Matthews's presentation, click [here](#).

Nominations for Corporate Welcome Reception

MassEcon is now accepting nominations for our Fourth Annual Corporate Welcome Reception, which will take place on April 26th at Genzyme's headquarters in Cambridge. If you know of any companies that have moved to Massachusetts within the past 12 months or started as new ventures in the state over the past year, please contact Sean Getchell with your nominations by March 10. You can also fill out the nomination form [here](#). The Corporate Welcome Reception is a great way to say thank you to these companies for investing in Massachusetts and to introduce them to the Massachusetts network. For information about last year's event, click [here](#).

MassEcon on the Road: Come Join us to Promote Massachusetts!

MassEcon will be in **Chicago** and **Philadelphia** on two **business development missions** to promote the assets of Massachusetts to corporate location advisers - those who help make the critical decisions on where their companies will locate. The first event will be held on April 12th at the United Center in Chicago, during the Chicago Bulls - Miami Heat NBA match-up. The second event will take place on May 23rd in the Philadelphia metropolitan area, in connection with the Medical Device & Manufacturing (MD&D) East trade show. This is a fine opportunity to showcase your company or region while marketing the strengths of the Commonwealth. For more information about the events, and for questions about sponsorship opportunities, please contact [Doug Kehlhem](#). Thank you to **Dacon Corporation**, **SouthCoast Development Partnership**, and **VHB** for being part of the delegation. We have room for more!

MarketReady Property Evaluations

This month, the MassEcon Site Evaluation Sub-committee concluded the evaluation process for the 2012 MarketReady



Massachusetts

It's all here.®

The Massachusetts Internship Collaborative offers college students a state-wide internship database. Register your company's internship opportunities [here](#).



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 [Sean Getchell](#)



Join us in welcoming MassEcon's newest member organization, the Worcester Polytechnic Institute (WPI)!

Co-Sponsored Events



Brandeis University

Global Trade Summit 2012

Hosted By: Brandeis University

Date: April 3, 2012

Location: Levin Ballroom, Usdan Student Center, Brandeis University

MassEcon members may register at the Sponsoring Organization Rate

Properties list. The committee evaluated over 40 properties from all regions in the state and selected 17 to be incorporated into the "MarketReady 100". For more information about the sites and the MarketReady initiative, contact [Doug Kehlem](#). Special thanks to Brian Cohen of **RBJ Real Estate**, Chris Steele of **CWS Consulting**, and the rest of the Site Evaluation Sub-committee for their hard work.

Upcoming Events

Member & Board Meeting

Date: March 23rd

Place: 200 Friberg Parkway, Westborough

Time: 8:30am - Registration & Networking

9:00am- 10:00am - Featured Speaker & Discussion

10:00- 10:30 - Business Meeting for Members

10:30- 11:30 - Board of Directors Meeting (Directors Only)

Featured Speaker: Ken Brown, Executive Director, Massachusetts Office of International Trade and Investment (MOITI)

For more information, contact [Sean Getchell](#)

Fourth Annual Corporate Welcome Reception

Date: April 26th

Place: Genzyme Corporation, 500 Kendall Street, Cambridge

Time: 5:30pm - 7:30pm Networking and Program

Special Guest: Secretary Greg Bialecki, Executive Office of Housing and Economic Development

For more information, contact [Sean Getchell](#)

MassEcon Committee Meetings

Marketing Committee

Date: March 2, 2012

Time: 11:30am - 1:30pm

Place: KPMG, Two Financial Center, 60 South Street, Boston

Membership Committee

Date: March 7, 2012

Time: 12:00pm - 1:30pm

Place: Dacon Corporation, 16 Huron Drive, Natick

Program & Events Committee

Date: March 7, 2012

Time: 3:00pm - 4:30pm

Place: DLA Piper, 33 Arch Street, 26th Floor, Boston

Location Support Committee

Date: March 13, 2012

Time: 10:00am - 12:00pm

Place: Richards Barry Joyce & Partners, 53 State Street, Boston

For more information about MassEcon committees, please click [here](#). If you haven't signed up for a committee, you are welcome to join.

Click [here](#) for more information and to register for the event. Please contact [Sean Getchell](#) with any questions

Sovereign



Member company Sovereign Santander is one of the Event Sponsors

Welcome New Member

Please join us in welcoming the newest member to MassEcon, **Worcester Polytechnic Institute (WPI)**!

Founded in 1865 in Worcester, MA, WPI was one of the nation's first engineering and technology universities. WPI's talented faculty work with students on interdisciplinary research that seeks solutions to important and socially relevant problems in fields as diverse as the life sciences and bioengineering, energy, information security, materials processing, and robotics. WPI has strong ties to the City of Worcester and the Commonwealth as a whole. Students also have the opportunity to make a difference to communities and organizations around the world through the university's innovative Global Perspective Program. **Stephen Flavin**, Vice President and Dean of Academic and Corporate Development, will represent the institution at MassEcon. Thank you to Rich Ryan of CBRB Relocation Services for facilitating the relationship.

Projects

#2504

MassEcon and MOBD are working with an in-state advanced materials manufacturer that would like to lease 20,000-40,000 SF. They need min. 28' clear in a portion (5,000 SF) of the building, min. 150 parking spaces, 1 loading dock, and 1-2 stories preferred, and 1200 Amp electrical service required. *Notes: At this stage they are considering space within a 40-mile radius of Andover.*

#2505

MassEcon was contacted by a Boston based real estate firm who is working with an in-state food processing company looking to lease or buy a 250,000 SF facility with 30+ acres for future expansion. They need 20 loading docks, 1 large drive-in door, min. 26' clear, open column spacing, and freight rail service provided directly by CSX. *Notes: The company is looking for sites within a 30-mile radius of Ayer.*

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

Member News

Congratulations to **Eastern Bank** and **Fidelity Investments** for being named to the Boston Business Journal's 2012 Most Admired Companies list. Winning companies were selected by the readers, and will be recognized at a February 23rd Luncheon at the Sheraton Boston Hotel. Click [here](#) for more information.

Congratulations to **Symmes Maini & McKee Associates (SMMA)**, who was recognized in the Boston Business Journal's list of the area's largest architecture and interior design firms. SMMA ranked as the 4th largest architectural firm in the area and the 10th largest interior design firm.

New Balance recently announced its plans for a major development project across nearly 14 acres along Guest Street in Brighton. The project will include a new world headquarters, sports complex, boutique hotel, and up to three office buildings along with retail and restaurant space. Click [here](#) to read more.

Dacon Corporation was recently awarded a \$4M psychiatric treatment renovation project with repeat client UMass Memorial Health. According to their website, 70% of Dacon's new business is repeat clients.

MassDevelopment introduced three new loan products to meet demand for emerging technology businesses, rental housing, commercial real estate, and energy efficiency. In addition to the new products, the company also increased the maximum dollar amounts for two of its existing loan products. Click [here](#) to read more.

Please send [Sean Getchell](#) your member news!

Staff in Action

Susan Houston spent the past month on several items including strengthening the Ambassadors initiative through targeted meetings with MassEcon partners; meeting with and providing an orientation for new MassEcon Board members; and working with Doug and Sean on the Market Ready sites initiative. Susan also coordinated the work in setting up the MassEcon committees for 2012.

Doug Kehlhern was busy in February fielding several site location requests and finishing the evaluation process for MassEcon's existing list of Market Ready Properties. Doug also gave a presentation to the American Council of Engineering Companies (ACEC) on MassEcon's services in the Commonwealth, and coordinated the logistics for several site selector events in the upcoming months.

Sean Getchell spent much of February researching companies in Massachusetts in preparation for the Corporate Welcome Reception in the Spring. Sean was also the lead organizer for the first members meeting of the year, and helped set up each of the MassEcon committee meetings for February and March. Sean was also involved in updating and marketing MassEcon's existing list of MarketReady properties.

Carlin Reilly finished up her internship with MassEcon this month and has taken a full-time position with an online marketing firm in Boston. We thank her for all the work she has done for us, and wish the best for her future!

MassEcon is currently accepting applications for our Spring and Summer Internship positions. If interested, please contact [Sean Getchell](#) at (781) 489-6262 x 13. Click [here](#) for more information.

Office Update

MassEcon is moving offices and beginning April 1st we will be located at 101 Walnut Street in Watertown, MA. Thank you to **Vanasse Hangen Brustlin** for providing us with the space!



MassEcon

Location is everything.



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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.

If you have information for this newsletter, please contact Sean Getchell at sgetchell@massecon.com or at (781) 489-6262 x 13