

# MassEcon Developments

News for Members

February 2013

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**Dear Member,**

With new members on board and key committees in place, we are buzzing with a dense calendar of events and initiatives for business growth in the state for the first quarter of 2013.

## MassEcon News

### Last Month's Member and Board Meeting

We held our first Member and Board Meeting of the year in January with speaker Alan Clayton-Matthews (Northeastern University and New England Economic Partnership). Clayton-Matthews presented an economic forecast for Massachusetts detailing where economic growth will originate and when it is expected. View his presentation [here](#).

### MassEcon on the Road

MassEcon is hitting the road for two business recruitment missions that will be organized for the first half of this year. Sponsorship is open to our members and is a fine opportunity to showcase your company while marketing the strengths of the Commonwealth to potential newcomers. A May event in New York City and a June event in Philadelphia are on the docket. Currently, there are 2 sponsorship spots still available for the New York event. Thank you to **Marlborough EDC**, who jumped in as the first sponsor and a special thanks to **RBS Citizens** for hosting our PA event at Citizens Bank Park in Philadelphia. This particular event will be held in conjunction with the MD&M East Trade show.

For event and sponsorship details, please contact [Doug Kehlhem](#).

### Nominations for Corporate Welcome Reception

MassEcon is now accepting nominations for our **Fifth Annual Corporate Welcome Reception**, which will take place on April 11th at Genzyme's headquarters in Cambridge. If you know of any companies that have moved to Massachusetts within the past 12 months or began as new ventures in the state over the past year, please contact [Trina Aitken](#) by March 4th. 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 vast network of expert resources and that MA has to offer. Thank you to **BioMed Realty Trust** for sponsoring this event. For information about last year's event and nominees, [click here](#).

### Market Ready 100

The Market Ready 100 Evaluation Committee will be meeting on March 7th at 10:30AM. Thank you to Dacon Corporation for hosting. To date, MassEcon has received twelve new property submissions to be evaluated. Four of the properties are located in the Northeast region, two in Greater Boston, two in the Southeast region, and four properties from the remaining MA regions.

**Stay Linked In with MassEcon** by liking our newly launched organizational page. Stay connected with #MA growth news, events, and member insights. Know someone who could benefit from joining our forum? Recommend [MassEcon's Linked in](#) page to your colleagues!

## Upcoming Events

### Member Meeting

Date: April 5th  
Place: 200 Friberg Parkway, Westborough  
Time: 8:30am Registration & Networking



Click [here](#) to search qualified sites and properties using our Ready Mass Portal.



The Massachusetts Internship Collaborative offers college students a state-wide internship database. Register your company's internship

opportunities [here](#).

## 2013 CALENDAR HIGHLIGHTS

### March 1st 12:00pm

Membership/Marketing Meeting  
Cresa Boston

### March 7th 10:30am

Site Evaluation Committee Meeting  
Dacon Corporation

### March 13th 8:30am

Program Committee Meeting  
Nutter McClennen Fish

### March 22nd 8:30 am

Board Meeting  
DLA Piper

### April 5th 8:30am

Member Meeting  
Westborough

### April 11th 5:30pm

Corporate Welcome Reception  
Genzyme, Cambridge

### May 24th 8:30am

Board Meeting  
DLA Piper

### June 21 8:00am

Annual Conference  
Newton

### July 17th 4:00pm

Summer Reception  
Boston

### November 26th

Economic Impact Awards Luncheon  
Boston

### December 13th 11:30am

Annual Meeting and Holiday Lunch

[Download or Print MassEcon's Calendar Here](#)

### SPECIAL EVENT WED 3/13/13

Life Sciences in Worcester: a  
Commercial Broker & Site Selector  
Event Hosted by The Worcester  
Chamber.

[Click for details & registration.](#)

**Featured Speaker: Alicia Barton McDevitt, CEO and Executive Director of Mass Clean Energy Council**

To Register, contact [Trina Aitken](#)

### Lend Your Expertise: Join a MassEcon Committee!

We are seeking members for the following committees:

**Membership & Marketing, Location Support, Programs & Events and Economic Impact Awards.** For meeting dates and places, check the Calendar Highlights sidebar to the left, and for committee

descriptions, [click here](#). Please let [Trina Aitken](#) know of your interest in joining a committee.

### New Members

Welcome to our new members **Middlesex Savings Bank** and **Massachusetts Smart Business Growth Alliance**. Thank you for joining our efforts to present Massachusetts as a premier destination for business and growth. Welcome aboard!

### Projects

**#2538:** "Project Kayak" MassEcon and MOBD are working with the corporate real estate executives of a Fortune 100 company considering multiple (2-3) 300,000-500,000 SF distribution facilities in Massachusetts and New England. **Note: Updated Status:** *Sites in Northborough, Taunton, W. Bridgewater, and Weymouth are currently being evaluated. A site in Stoughton that was once considered has been eliminated due to a recent transaction. No other sites previously evaluated have been formally eliminated by the Kayak team.*

**#2560:** MassEcon and MOBD are working with a New York based furniture manufacturer seeking to lease or buy 15,000 SF of manufacturing space with 2,500 SF for an office/showroom area. They are considering Lowell in the north to Fall River in the south, and Rt. 128 in the east to Worcester in the west (with particular interest in Gateway Cities). **Note: Updated Status:** *This prospect is currently considering sites for purchase only in Gateway Communities.*

**#2562:** MassEcon and MOBD are working with a venture backed medical device company that is currently commercializing its product. The company needs to lease 10,000 SF to start, with 2,000 SF of class 100,000 clean room (will build out if necessary) for manufacturing. Interest has been shown in area between Framingham, Marlborough, and Medway. **Note: Updated Status:** *This prospect is still evaluating site options in the Metrowest region.*

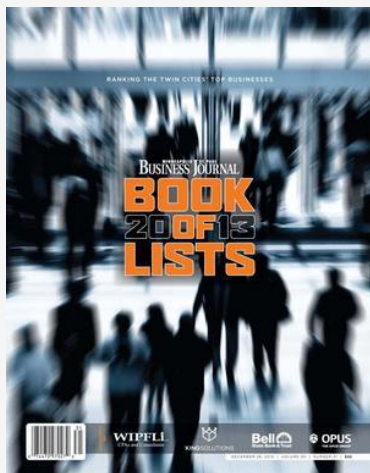
**#2563:** MassEcon and MOBD are working with an out of state manufacturer of power generators seeking a lease (with option to buy) 5,000-20,000 SF of heavy manufacturing space in Fall River, Taunton, or New Bedford. The building must have a min. of 18' clear, 1 drive-in at grade, 1 loading dock, flat concrete floor, and natural gas. **Note: Updated Status:** *This prospect is considering real estate options within the entire southeast region, but Fall River is their first choice if a suitable building can be identified.*

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

### Member News

The **Boston Business Journal** released their Book of Lists for 2013 which featured 22 MassEcon member companies. Honors ranged from "Most Admired Companies" for **Fidelity Investments** and **Eastern Bank** to "Best Green Practices: Design" for **National Grid**.

**Congratulations Suffolk Construction, Aerotek and Eastern Bank** who all made Top Work Places national list of Top 150 Workplaces List 2013. They placed 24, 28 and 68 respectively. This is the largest ever survey of companies in the US with over one million companies polled. To see the full list click [here](#).



Stay connected with MassEcon daily!

[www.massecon.com](http://www.massecon.com)

WPI has been chosen to host the annual International Conference on Axiomatic Design in June. Spanning three days, The international conference provides design process researchers, practicing engineers, managers, and technology and engineering educators at all levels with the opportunity to learn about axiomatic design. Click [here](#) for event details.

MassMedic in partnership with Massachusetts Life Sciences Center launched the Massachusetts Medical Technology Veterans Program (MTVP) on February 14th. The MTVP is a state wide initiative designed to help veterans enter the medical technology workforce with assistance from an assigned mentor. The program is modeled after the national initiative created by AdvaMed. To read more click [here](#).

#### Join IBM and the Global Entrepreneur Program!

February 28th 2013 Thursday  
10:00 am-11:30 am IBM Innovation Center -Waltham  
Click here to [register](#) directly with IBM.

Please send [Trina Aitken](#) your member news!

#### Staff in Action

**Susan Houston:** In January, Susan joined 50 other private and public sector execs at the invitational Chatham Forum, hosted by Northeastern's World Class Cities Partnership. On other board activities, she represented MassEcon on the Massachusetts Marketing Partnership Board and participated in the New England Economic Partnership annual planning retreat. Susan also staffed the board member orientation for new MassEcon board members; the visioning session for MassEcon executive committee members; and is organizing the launch of MassEcon's committees. With the help of the MassEcon team, Susan is also organizing April's Corporate Welcome Reception and is laying the groundwork for the June Annual Conference.

**Doug Kehlhem** has spent the past month working on new site selection requests received from prospective incoming MA businesses. Doug represented MassEcon at the Town of Westminster Economic Development Summit held for residents and businesses of Westminster in January and has also been busy planning and fundraising for upcoming "outreach" site selector receptions in New York and Philadelphia. He has been gathering new submissions for the evaluation of MassEcon's Market Ready 100 properties list and developed a marketing plan to enhance visibility of those properties.

**Trina Aitken** has been leading MassEcon communications with hands in every activity, including maintaining our presence online and overseeing the creation of our *Developments* and *In Brief* newsletters. Trina is deeply involved in plans for this year's events including the upgrading of our "MarketReady 100" to achieve positioning as a significant web vehicle to promote the assets of MA. She is also a key player in preparing for our Corporate Welcome Reception in April, coordinating with nominees as well as organizing event logistics.

**David Brustlin** has spent this last month researching and making technical updates that will allow us more focused contact with our targeted outbound marketing audience. Outside of that, he has helped in preparing MassEcon for website upgrading by assessing our site's content and structure, and helping to construct an upgraded "user experience" which will soon be implemented.

**Casey Price** has been working with our members to update their presence and profiles with regard to MassEcon's website and literature. A key researcher for our "InBrief" newsletter, Casey has a keen eye for catching growth stories, which has helped to fuel our new "[Company](#)" [Linked In](#) page. Casey's day-to-day work includes staying on top of Massachusetts business news and sharing MassEcon's voice via social media platforms.