



MassEcon

Location is everything.

January 2009

News Update for Members

Closing Out the Year

2008 Economic Impact Awards

The 5th Annual Team Massachusetts Economic Impact Awards Luncheon was a huge success with over 420 attendees helping us honor companies that have had a positive impact on the economy of Massachusetts in 2008. Special thanks to Governor Deval Patrick for delivering the keynote, Anthony Everett for another terrific job emceeing, and to all of our members and sponsors!

For a complete wrap-up, pictures and press coverage of the event [click here!](#)

Holiday Lunch

Thank you to MassEcon members and guests who attended our annual Holiday Lunch at the UMass Club. Special Thanks to **Secretary Ian Bowles** of the Executive Office of Energy & Environmental Affairs for speaking at the lunch and **Unitil** for sponsoring the event!

2008 Annual Meeting

At the 2008 Annual Meeting MassEcon members elected Directors for 2009. New Directors elected include **Geoff Howell**, Partner at DLA Piper LLP US and **Edgar Alejandro**, Economic and Community Development Manager of the Western Massachusetts Electric Company.

Directors re-elected to MassEcon's Board include **Michael DiGiano**, Executive Vice President/Principal, NAI Hunneman; **Sue Fenton**, Vice President of Energy Solutions Services for National Grid and **Fred Mulligan**, President of Cutler Associates.

Directors elected as Officers include **Girard Sargent** of Citizens Bank as Chairman, **Robert Brustlin** of VHB as Vice Chairman, **Sue Fenton** of National Grid as Treasurer, and **David Tibbetts** of Merrimack Valley Economic Development Council as Clerk.

MassEcon News

The Launch of MassEcon

The Massachusetts Alliance for Economic Development has rebranded itself as MassEcon, replacing MAED as our "nickname." In addition, we are in the process of developing a new website and collateral marketing material.

Best in Class Properties

MassEcon is in the process of selecting a **representative sample** of "best in class" properties that reflect a high level of marketability and will attract prospective companies and site selectors to consider Massachusetts as an expansion location. Over the past several months, we have asked brokers, developers, economic development officials, and owners to review their existing real estate portfolio for land sites and buildings for potential inclusion in this national marketing program. The deadline for project submission was January 15th, and the criteria used for screening candidates can be downloaded [here](#). Thank you to our members who have submitted properties for consideration and to members who are serving on the screening committee.

Private Development Task Force

MassEcon was invited to participate in the Private Development Task Force, one of seven

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Pictures



Jonathon and Robert Kraft accept the 2008 State Champion Award at the awards luncheon in November. Also pictured is Governor Deval Patrick, Jerry Sargent and Susan Houston.



Ian Bowles, Secretary, Executive Office of Energy and Environmental Affairs speaks at the Holiday Lunch.

CALENDAR

**January 23
Member & Board
Meeting**

**February 6
Freight & Rail
Forum**

**March 27
Member & Board
Meeting**

task forces established to advise the Governor on the deployment of federal stimulus funds to Massachusetts. The principal goal of this task force is to identify projects or initiatives that, if funded, could serve as an immediate catalyst for job creation. Funds from the Federal stimulus package would need to be deployed within 180 days of issuance. Thank you to our members who submitted projects. The task force report, which is being drafted by staff in the Executive Office of Housing and Economic Development, is due on the Governor's desk by January 26th.

Trade & Industry Magazine

See Susan Houston's column entitled "The Massachusetts Advantage" published in *Trade & Industry Development*. The article touts the assets and successes stories of Massachusetts for expansion or relocation. It appeared in the January/February, 2009 edition. To read the full article [click here](#).

Massachusetts Freight & Rail Forum

The Massachusetts Executive Office of Transportation and MassEcon are hosting a forum on the relationship between land use development and the freight and rail system in Massachusetts. The event will be held on **February 6th** at the Central Mass Regional Planning Commission Meeting Room, Union Station, 2 Washington Square, Worcester from 9:30 to noon. Thank you to members **Chris Steele of TranSystems** and **Pat Byrne of CSX** for helping plan this forum. If you would like more information, please contact [Doug Kehlhem](#) at 781-489-6262 x12 or [Jill Barrett](#) at 860-570-0740.

2009 Calendar

January 23

March 27

May 15

June 19

July 16

September 25

November 6

November 24

December 10

Member & Board Meeting – 8:30am

Member & Board Meeting - 8:30am

Member & Board Meeting - 8:30am

Annual Conference - 8:30am

Summer Reception - 4-6pm

Member & Board Meeting - 8:30am

Member & Board Meeting - 8:30am

Sixth Annual Economic Impact Awards - Noon

Annual Meeting & Luncheon - 11am

Welcome New Members!

Core Investments is a real estate investment and development company operating principally in the Eastern Massachusetts market. Among its many projects is Westminster Business Park LLC (WBP), a commercial/industrial development project located in Westminster. The property is located in an economic target area with Tax Incremental Financing and other benefits available. WBP has applied, with the Town of Westminster, for the Chapter 43D permit expediting assistance. The project can accommodate users with needs in excess of 1 million SF or any size lot can be sold or can be built to suit.

Hinckley Allen Snyder is a full-service law firm of more than 150 lawyers with offices located throughout New England. They provide legal service to both individuals and businesses, including many of the region's publicly-held corporations and emerging businesses with both domestic and foreign operations, financial institutions, several of the nation's largest real estate developers and construction companies, major hospitals, state and local governments and agencies, and privately-owned businesses and partnerships.

New Landmark Group obtains financial savings for clients by negotiating federal, state and local public economic incentive programs. With a national client base and local expertise in Massachusetts incentive programs, including: the Economic Development Incentive Program (EDIP), the Massachusetts Opportunity Relocation and Expansion (MORE) program, and the recently approved Massachusetts Life Sciences Initiative programs, New Landmark represents clients from every industry sector. Their service model provides the ability to handle complex negotiations while giving their clients personal service and

attention.

2009 Committees

Join a MassEcon Committee:

- Programs & Events
- Marketing
 - Marketing Massachusetts
 - Marketing Priority Development Sites
- Membership

Thank you to MassEcon members who have stepped up as committee members. MassEcon Staff will be sending out emails shortly to the committee members to schedule the first meeting. If you have not signed up for a committee and are interested in learning more, please contact [Susan Houston](#) or [Joey Giovino](#).

MassEcon Event of Note

Member & Board Meeting

Date: January 23

Time: 8:30am-9am Networking
9am -11am Members Meeting

Location: National Grid, 25 Research Drive, Westborough

Featured Topic: *What is the Outlook for the Massachusetts Economy?*

Featured Speaker: Alan Clayton-Matthews, *University of Massachusetts and New England Economic Partnership*

[Click Here](#) for presentation slides

Active Projects

ID # 2249: A start-up manufacturing company is seeking to lease existing facilities in southeastern Massachusetts that have a minimum of 75,000 SF with 25' clear ceilings that also have the ability to be expanded to 150,000 SF. They require at least one acre of additional dedicated outside storage for product inventory. Preference is given to those sites with rail access but non-rail buildings will be considered. Sites must also have municipal water, sewer and natural gas.

ID # 2250: An international medical device company is looking for 100,000 SF to lease in a single or multi-tenant facility in the Framingham-Waltham area. The company will need lab space so preference will be given to facilities that are currently built out with lab space.

ID # 2251: An out-of-state metal fabrication operation is seeking 50,000-85,000 SF facility to buy a single story, single tenant facility in Northeast Massachusetts. Facility requirements include 40 parking spaces, 2 loading docks, 12' clear ceilings, and 1600 Amp, 480 Volt, Phase 3 power. Company would like manufacturing to occupy 85% of facility.

Member News

Several MassEcon members were tapped to serve on administration task forces established to provide recommendations to the Governor on the deployment of federal stimulus funds. They include **Bob Culver** of **MassDevelopment**, **David Begelfer** of **NAIOP**, and **Kyle Warwick** of **Jones Lang LaSalle**, who are all serving on the **Private Development Task Force** and **Paul Matthews** of the **495 MetroWest Partnership** who is serving on the **Transportation Task Force**. Task Force reports are due to the Governor by January 26th.

Dan Cordeau of **Jones Lang LaSalle** was featured in the Boston Business Journal article, "Dan Cordeau on Tech Real Estate and the Economy." To read the article [Click Here](#).

Staff in Action

Susan Houston was elected to serve a second year as President of the New England Economic Partnership (NEEP), a non-profit organization that provides forecasts of the New England economy. Her other recent activities have included serving as MassEcon's representative on the Private Development Task Force – the committee constituted to recommend federal stimulus projects to Governor Patrick - and as a guest speaker at the Quincy 2000 strategic planning session held on January 14.

John DiNapoli continues to field research requests dealing with wage studies, site selection and incentives available across the state. He also continues to meet with individuals to introduce them to the benefits of joining MassEcon.

Doug Kehlhem has been working extensively on the Priority Development Sites Outreach. Doug has performed statewide outreach to real estate brokers, property owners, and regional economic development councils for Best in Class sites. In December, **Allan Blair** of the **Western Mass Economic Development Council**, **David Rooney** of the **Berkshire Economic Development Corporation**, **Adam Ploetz** of the **495/MetroWest Corridor Partnership**, **Bob Halpin** of the **Merrimack Valley Economic Development Corporation**, and **Paul Vigeant** of the **SouthCoast Development Partnership** presented some of their Best in Class sites to an evaluation committee made up of MassEcon members. To date MassEcon has received nearly 200 sites to be evaluated for inclusion in the upcoming national marketing initiative.

Rob Anderson is planning several site tours with prospective companies looking to expand in Massachusetts, one of which is a wood pellet manufacture looking for land in western Mass.

Rob Anderson and **Joey Giovino** have performed several market research requests which included site tours of properties that are remarketing themselves. The two sites are in Boston and Worcester.

Massachusetts Alliance
for Economic
Development
892 Worcester Street
Wellesley, MA 02482
Phone: (781) 489-6262
Fax: (781) 489-6263
www.massecon.com

Would you like to let members know about news or events?
Please contact me at jgiovino@massecon.com with the details.

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