



MassEcon Developments

News for Members

January 2013

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Paul Burnet, IBM Executive, at "Connecting Companies with Capital", the IBM Global Entrepreneur event in December. Watch the event [here](#).



Pamela Goldberg, President at Massachusetts Technology Collaborative, speaks at our Holiday Lunch in December.



Hosted by Citizens Bank, attendees of the Food Industry Roundtable discuss the food business here in Massachusetts. Find the Executive Summary [here](#).

Dear Member,

Happy New Year! MassEcon is kicking off 2013 with its outlook for the Massachusetts economy, a growing calendar of events, and dedicated initiatives for business growth in the state.

MassEcon News

MassEcon Annual Meeting and Holiday Lunch

On December 13th, MassEcon held its annual Holiday Lunch at the UMass Club in Boston for 70 members and guests. Pamela Goldberg, President of Massachusetts Technology Collaborative, was the featured speaker at the event. Thank you to Pamela and our members for making the event a success. Click [here](#) to view pictures.

New MassEcon Board Members Elected

The members of MassEcon elected Directors for 2013 at its Annual December Meeting. Newly elected Directors included **Chuck Fuller** of Fidelity Investments, **Erica Chapman** of OSRAM SYLVANIA, **Chris Crooks** of Cresa Boston, **Stephen Flavin** of WPI, and **Greg Buscone** of RBS Citizens. Click [here](#) for the full press release. MassEcon is grateful for the service of departing board members **Carol Adey** of CoreNet Global, **Rob Reilly** of Fidelity Investments, **Jerry Sargent** of RBS Citizens, and **Jack Burns** of Cresa Boston who have all made significant contributions to the organization.

MassEcon on the Road

MassEcon is considering organizing two business recruitment missions for the first half of this year based on sponsorship interest from our partners. This is a fine opportunity to showcase your company or region while marketing the strengths of the Commonwealth. An event in early April in Chicago, an event in early May in New York City, and an event in Philadelphia in late June are all potential options for sponsors to consider. For more information about the events, 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 in April 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 [Trina](#). 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](#).

Market Ready 100

As we work to update our Market Ready properties, we'd like to thank **Richards Barry Joyce & Partners** and **Newmark Grubb Knight Frank** for donating their services to provide status updates on our currently listed properties. Their valuable assistance will enable us to report on successful property matches, allowing us to showcase new and attractive MA listings without delay.

Upcoming Events

Member & Board Meeting

Date: January 18th

Place: DLA Piper 33 Arch St, 26th Floor Boston MA 02110

Time: 8:30am Registration & Networking



One of MassEcon's newly elected Directors, Chuck Fuller of Fidelity Investments, is greeted by the board and other members during MassEcon's board election in December.

Featured Speaker: Alan Clayton-Matthews, Northeastern University and New England Economic Partnership

Topic: The Outlook for the Massachusetts Economy
To Register, contact [Trina Aitken](#)

MassEcon Committees

We are forming committees on **Marketing, Membership, Programs & Events, Economic Impact Awards, and Location Support**. As always, we value your input and encourage you to participate in fields of your interest and expertise. If you are interested in joining any of these committees, please contact [Susan Houston](#). For more information about MassEcon committees, click [here](#).

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. So far, they have evaluated over 40 sites (buildings and land) and recently visited Massachusetts to tour with MassEcon. Sites in Northborough, Worcester, Stoughton, W. Bridgewater, Taunton, and Chicopee are being evaluated. **Note:** A key site selection component of this project is logistics, efficient access to Boston and New York.

#2558: MassEcon and MOBD are working with a Dallas based site location consultant representing a major 500-seat inbound call center operation. The site location consultant has evaluated over 25 sites in Massachusetts and he will be visiting with the client to tour 35 United Drive in West Bridgewater. They require 40,000-120,000 SF of plug and play call center space. **Note:** MassEcon has arranged a client meeting that will include Aerotek and MOBD.

#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:** Many sites were submitted to the prospect. The next step is for the company to settle on a specific region to focus the site search.

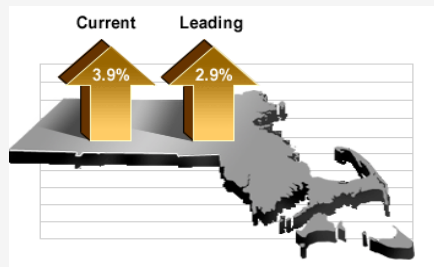
#2562: MassEcon and MOBD are working with a venture backed medical device company that is currently commercializing its product. The company needs to lease 10,000 SF to start, with 2,000 SF of class 100,000 clean room (will build out if necessary) for manufacturing. Interest has been shown in area between Framingham, Marlborough, and Medway. **Note:** Over 50 sites in the search area were submitted to the prospect.

#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:** Fall River is the company's top choice, but will consider other nearby cities.

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



Click [here](#) to enter MassEcon's ReadyMass Portal



Alan Clayton-Matthews, Director of the New England Economic Partnership and Northeastern Professor, will discuss The Outlook for the Massachusetts Economy at our January 18th Members Meeting.



Member News

Congratulations to DLA Piper which celebrated the 10th Anniversary of its Boston location this month. In addition to its massive global reach, DLA Piper continues to show its strong commitment to the Bay State by actively supporting MassEcon's efforts to showcase Massachusetts as a premier destination for business.

Congratulations also to Doug Landry of VHB for his promotion to Senior Vice President of Land Development. Doug's new role will be leading the firm in its land development strategies. See the full press release [here](#).

Board Member Chris Steele's firm CWS Consulting Group LLC

Massachusetts *It's all here.*

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

2013 CALENDAR HIGHLIGHTS

**April 5th 8:30am Member Meeting
Westborough**

**April 30th 5:30pm
Corporate Welcome Reception
Genzyme, Cambridge**

**June 7th 8:30am Member Meeting
Westborough**

**June 14th 8:00am
Annual Conference**

**July 17th 4:00pm
Summer Reception**

**September 17th 4:00pm Team
Massachusetts Economic
Impact Awards Finalists
Reception
Boston**

**November 26th 10:30am Team
Massachusetts Economic
Impact Awards Luncheon
Boston**

**December 13th 11:30am Annual
Meeting and Holiday Lunch
Boston**

[Download or Print the Full
Calendar Here](#)



Stay connected with
MassEcon daily!

has successfully merged with **Investment Consulting Associates (ICA)** to form a single global firm providing site selection, location strategy, and other business development services. Find more information in the official press release [here](#).

Kudos to IBM for "Connecting Companies with Capital"

In December, IBM's Innovation Center hosted "Connecting Companies with Capital" initiative, led by IBM's Joe Perry. There, entrepreneurs connected with industry experts and venture capitalists. IBM partnered with MassEcon and MassInno to emphasize the importance of innovation in our state. Joe thanked experts saying that their participation "helped eliminate the bureaucracy and processes"...that usually hinder start-up champions from making valuable connections. [Click for event video.](#)

SouthCoast Development Partnership will host "Community Outreach Breakfast" on Friday, January 25, 2013 in Dartmouth, MA. Attendees will be joined by Jim Gordon, President of EMI; Paul Marshall, SVP of Amylin Pharmaceuticals, and others to discuss innovative economic trends that are transforming the region's business landscape. [Click here to register.](#)

MassMEDIC has partnered with the Massachusetts Life Sciences Center to launch MassMVP, the Massachusetts Medical Technology Veterans Program. The program's focus is to help returning Massachusetts veterans rejoin the workforce by securing jobs in the medical technology field. The Medical Device industry was selected as the platform for this project due to its recent expansions here in MA. To read more about **MassMEDIC's** partnership with MassMVP, click [here](#).

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

Staff in Action

Susan Houston

Preparing for 2013, Susan has been working with MassEcon's Executive Committee and adviser, Rasky Baerlein, as the firm completes the first phase of its assignment to enhance MassEcon's growth. (Thank you to our members who participated in the Rasky Baerlein survey) . At year end, Susan also worked with the Executive Office of Housing & Economic Development in reporting on MassEcon's strategic initiatives which are part of the administration's long-term economic development plan, "Choosing to Compete in the 21st Century."

Doug Kehlhem was busy in December and January fielding several site location requests and evaluating MassEcon's existing inventory of Market Ready Properties. Doug also evaluated MassEcon's options for involvement in site selector events for the coming year, and strengthened existing relationships with MassEcon partners and property owners with targeted meetings.

Trina Aitken led the organization of the Annual Holiday Lunch in December, working hard to ensure a successful event. Trina has been working to update the MassEcon website, consolidating social media efforts and taking lead on organizing this month's Members and Board Meeting. With new staff arriving, Trina has facilitated the transition of MassEcon team members.

Alice Konghende completed her internship with MassEcon at the end of the year. Alice's skills and can-do attitude were especially helpful during our awards season and we thank her for contributions. We wish her all the best!

David Brustlin worked to transition MassEcon into the New Year. His time has been spent updating information on our website, collecting information for this year's members, and assisting in planning for 2013 events. He has also created content for both the Developments and InBrief newsletters as well as executed tactics for enhancing MassEcon's Social Media presence.

Casey Price is our newest team member. A student at Northeastern University, we are excited to have her on board! A Business and Marketing major, our new co-op joins us equipped with the skills necessary to hit the ground running, which she has! Under the direction of Trina and David, Casey will be involved in MassEcon projects large and small. Welcome!