



MassEcon

Location is everything.

March 2009

News Update for Members

MassEcon News

Best in Class Properties

In conjunction with the Commonwealth of Massachusetts, MassEcon is implementing a marketing program to promote our key real estate assets. As a result of extensive outreach, we received close to 200 property submissions that are currently under review by the Marketing Priority Development Sites Committee. We will be selecting a representative sample of approximately 50 "best in class" properties that reflect a high level of marketability, readiness, regional diversity and use type, and that will attract companies to consider Massachusetts as an expansion location. **A special thanks to the Marketing Priority Development Sites Committee for their time and expertise in the review process!**

MassEcon will be selecting a marketing firm to provide strategic and creative direction to this program and has issued an **RFP** for this purpose; over 20 firms expressed initial interest. To view the RFP [click here](#). Proposals are due by March 27.

Manufacturing Roundtable

MassEcon's first roundtable of the year focused on the manufacturing sector. Hosted by **Dacon Corporation**, MassEcon members from law, construction, brokerage, economic development, site selection, and engineering joined Mark Ganek, director of facilities for Bose Corporation; Rich Pellagrini, Manufacturing Industry Director for MOBD; and Glenn Gertridge of the Massachusetts Manufacturing Partnership for a discussion of how we can retain and grow this sector in the Commonwealth. Some of the findings included establishing an advocacy organization for the manufacturing sector; ensuring that our members are armed with information about state programs when visiting their manufacturing clients; and rebranding manufacturing to reflect its 21st century characteristics.

Boston Business Journal

MassEcon has been named by the **Boston Business Journal 2009 Book of Lists** as one of the of the state's top economic development agencies.

Welcome New Members!

Ozzy Properties manages and leases prime commercial building space in Boston, Andover, North Andover, and Lawrence. The company offers flexible lease terms and financing opportunities for turnkey office fit-ups and its team of architects and contractors works with companies to create custom-designed space. Suite sizes range from small offices of 300 square feet to office/manufacturing/R&D opportunities in excess of 500,000 square feet. Ozzy Properties' strength lies in its ability to significantly improve underutilized, distressed or foreclosed properties, returning them to the rental market at aggressive rates. **Orit Goldstein**, President, will be representing Ozzy Properties.

The Metro South regional collaborative includes 18 communities south of Boston and is part of the Greater Boston economy. The region is bounded by Routes 128, 95, 495 and 3. Route 24 is the central artery of the region but commuter rail to Boston is also in place. The center of the region, and its economic, cultural and recreational hub, is the City of Brockton. Brockton 21st Century Corporation, the Metro South Chamber of Commerce, the Old Colony Planning Council, the Brockton Area Workforce Investment Board, and the Brockton Area Transit Authority work as a team to promote the economic development of

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the region. **Don Walsh**, CEO of Brockton 21st Century Corporation will be representing Metro South.

The North Shore Alliance for Economic Development is a private non-profit entity formed by business, institutional and government officials to create increased economic opportunity in the 30 communities that comprise Boston's North Shore. Chaired by Dr. Patricia Meservey, President of Salem State College, the Alliance has over 100 public and private directors who have convened to create an enhanced economic, geographic and political identity for the North Shore with an eye toward increasing vitality, visibility and opportunity across the region. By becoming a cogent, broad-based voice for economic development, transportation, education and workforce issues, the Alliance endeavors to enhance the quality of life for North Shore businesses, institutions and residents. **Bill Luster**, President, will be representing the North Shore Alliance for Economic Development.

Mira Development is a full service real estate development group capable of performing either at-risk development or providing fee-based program management. Mira has the capabilities to manage a project from inception to stabilization. Mira focuses on the re-development of under-utilized and/or developmentally challenged real estate projects such as brownfields or an adaptive reuse that are located in existing urban environments. Typically, the projects range in size from \$25 to \$50 million and span a variety of product types to include commercial, multi family residential, and mixed use projects. **Ed Walsh**, President, will be representing Mira Development.

2009 Committees

MassEcon's 2009 Committees Are Underway

- **Marketing Massachusetts:** Michelle Cammarata, *Cresa Partners*, and Rod Jane, *New England Expansion Strategies*, Co-Chairs
First Meeting: March 16 10am – 12pm
Location: Cresa Partners
200 State Street, Boston
- **Marketing Priority Development Sites:** John Ziemba, *Bowditch & Dewey*, and Brian Cohen, *Richard Barry Joyce & Partners*, Co-Chairs
Next Meeting: March 16 11am-1pm
Location: Richards Barry Joyce
53 State Street, Boston
- **Programs and Events:** Geoff Howell, *DLA Piper* and David Hayes, *BSC Group*, Co-Chairs. This committee is currently planning MassEcon's Annual Conference to be held on June 19.
Next Meeting: TBD
- **Membership:** Ned Bartlett, *Bowditch & Dewey*, Doug Landry, *VHB*, Co-Chairs
Next Meeting: TBD

Thank you to MassEcon members who have joined a committee. If you have not signed up for a committee and are interested in learning more, please contact [Susan Houston](#) or [Joey Giovino](#).

MassEcon Events of Note

Renewable Energy Roundtable

Date: March 24

Time: 10:00am-12:00pm

Location: DLA Piper, 33 Arch Street, Boston

Co-anchors: **Art Robert**, Renewable Energy Industry Director, MOBD

Evan Dube, Deputy Director, Renewable Energy Trust

This Roundtable is filled. Please contact [Joey](#) to be put on the waiting list.

Member and Board Meeting

Date: March 27

Time: 8:30-9:00am (Networking)

9:00-10:00am (Featured Guest)

10:00-11:00am (Business Meeting)

Location: National Grid, Westborough

Featured Topic: Jumpstarting the Massachusetts Economy

Featured Speaker: **Jeffrey Simon**, *Director of Infrastructure Investment*, Executive Office for Administration & Finance

Active Projects

ID # 2265: An in-state alternative energy company is seeking to buy 5-25 acres of land with port access and preferably rail access for a bio-mass facility.

ID # 2266: A Boston-based food manufacturer is seeking to buy 12,000-21,000 SF facility in Greater Boston. Requirements include 12' ceilings, a minimum of 15 parking spaces, 1 loading dock, and 8,000-12,000 SF of space for food manufacturing. Proximity to public transportation is a plus.

ID # 2267: A natural-resources company is seeking to lease or buy a 85,000-110,000 SF **waterfront** facility. Requirements include: marine deep water port access accommodating ships of 250 ft length & 26 ft depth, minimum 1-2 waterfront acres of parking and material storage, expansion to accommodate 20-25% expansion after Year 5, and a target occupancy 4th Quarter 2009. The preferred space breakdown is: 10,000-15,000 SF Office, 15,000-20,000 SF R&D, 40,000-50,000 SF Manufacturing, and 20,000-25,000 SF Distribution.

Member News

MassEcon member **New England Expansion Strategies** has been retained by American Pro Wind LLC to provide project management consulting services on the Douglas Woods Wind project, the largest land-based wind power project in Massachusetts to date.

Staff in Action

Susan Houston continues to participate in the **Private Development Task Force**, one of several task forces organized by the Governor to make recommendations on the use of federal stimulus funds.

In preparation for **BIO 2009**, **Doug Kehlhem** is organizing MassEcon's economic development partners for their joint presence at the Massachusetts pavilion in Atlanta in May. **Western Massachusetts Economic Development Council**, **MassDevelopment**, **Merrimack Valley Economic Development Council**, the **Boston Redevelopment Authority**, and the **Massachusetts Technology Collaborative** will be sharing space at the show – all under the *Massachusetts It's All Here* brand.

John DiNapoli participated on a panel that was part of the **Massachusetts Biotech Council's** "BioReady Campaign," which rates communities on their ability to market themselves to the biotech industry. The event took place at the State House and panel members included: **MBC** director of economic development **Peter Abair**, **Massachusetts Office of Business Development** head **Marty Walsh**, and **Colliers Meredith & Grew** senior vice president for development and advisory services **Matthew Powers**.

John is also working closely with **Choose Worcester** and **Team New England** in preparation for the Massachusetts presence at **CoreNet Global** in **April**.

Rob Anderson organized and led a site tour in western and central Massachusetts for an alternative energy company looking to expand in Massachusetts

Joey Giovino and **Rob Anderson** have continued to participate in the 495/MetroWest

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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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