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October 2009

News Update for Members

MassEcon News

September 25 Meeting

MassEcon would like to extend a thank you to the Solomon McCown/Argus team for the *Ready to Go, Ready to Grow: Marketing Initiatives for Key Real Estate Assets* presentation at the MassEcon member meeting on September 25. The launch of this initiative will take place on November 24th during the MassEcon Annual Economic Impact Awards. The goals of the campaign are sustainability and a message to the site location consultant community that Massachusetts is ready to go. The campaign will work in conjunction with the state's *Massachusetts It's All Here* campaign and start more targeted PR in the New Year.

2009 Economic Impact Award Winners Announced!

Gold	Silver	Bronze
IBM Cooperation <i>Littleton</i>	Brookfield Renewable Power <i>Marlborough</i>	Hanover Theatre for the Performing Arts <i>Worcester</i>
Cubist Pharmaceuticals, Inc. <i>Lexington</i>	AstraZeneca Pharmaceuticals LP <i>Waltham</i>	AMAG Pharmaceuticals, Inc. <i>Lexington</i>
Starent Networks <i>Tewksbury</i>	EMD Serono <i>Billerica</i>	Reveal Imaging Technologies, Inc. <i>Bedford</i>
Tegra Medical <i>Franklin</i>	Konarka <i>New Bedford</i>	Elite Envelope <i>Randolph</i>
Baystate Medical Center <i>Springfield</i>	LTI Smart Glass <i>Pittsfield</i>	Interprint <i>Pittsfield</i>

IN THIS ISSUE

[MassEcon News](#)
[Upcoming Events](#)
[Active Projects](#)
[Member News](#)
[Staff News](#)



The 6th Annual Team Massachusetts Economic Impact Awards are coming up!

In addition to the Gold, Silver, and Bronze winners from the regions, MassEcon will also confer three unique awards: the *Statewide Strategic Asset Award* to **MassDevelopment** for providing financial tools needed to stimulate economic growth across the Commonwealth; the *Innovator's Award* to **Zipcar** for addressing the challenges of urban travel; and the *Institutional Leadership Award* to **Beth Israel Deaconess Medical Center** for its hospital-wide effort to prevent 500 layoffs and enact a wage freeze that spared the lowest-earning employees. For MassEcon's press release on the event [click here](#), and to register for the event [click here](#). Thank you to all who have stepped up to support the event.

Follow MassEcon on Twitter

MassEcon is now on Twitter at www.twitter.com/massecon

CALENDAR

November 24
Impact Awards

December 10 Annual
Holiday Luncheon

January 15
Members Meeting -
Alan Clayton
Matthews

Committee Activity

Roundtable Notes

MassEcon has a full [2010 Calendar](#), and there are some Industry Roundtables scheduled early in the year. The first Roundtable will be on the **Defense Industry** and is scheduled for Tuesday, February 16. MassEcon has already coordinated with the Massachusetts Office of Business Development and will be enhancing the program with help from MassDevelopment and private sector businesses.

MassEcon Events of Note

Sixth Annual Team Massachusetts Economic Impact Awards

Date: **November 24**
 Registration: 11am
 Program: 12 noon
 Location: Seaport Hotel, 200 Seaport Blvd., Boston
 Keynote: Governor Deval Patrick
 To purchase a sponsorship, table, or ticket please email [Rob Anderson](#).

Re-energizing the New England Economy: The Role of the Green Revolution

Date: **Tuesday, November 10, 2009**
 Time: 8:30am-2:00pm (US & NE Outlook 8:30-12:00, Luncheon 12:00, Keynote Address and Discussion 12:45-2:00)
 Location: Federal Reserve Bank of Boston 600 Atlantic Avenue, Boston
 Keynote Speaker: Governor James H. Douglas, Governor of Vermont U.S. Forecast Presented by: Gus Faucher, Director of Macroeconomics, Moody's Economy.com
 To Register [click here](#).

Rising in a Down Economy

The 12th Annual Panel event hosted by Solomon McCown & Company and Goulston & Storrs, will explore how organizations are adapting and innovating their way through a struggling economy. This event is free and open to the public.
 Date: **Thursday, November 12, 2009**
 Time: 7:30am-9:30am
 Location: Boston Harbor Hotel North Atlantic Room 70 Rowes Wharf, Boston, 02110

Panelists:

Annual Member Meeting & Holiday Lunch

Date: **December 10**

10:30-11:30 - Board of Directors Meeting

11:30-12:00 - Members Meeting

12:00 - Lunch -

Featured Speaker: Michael Greeley, *General Partner, Flybridge Capital Partners*

Location: UMass Club, 225 Franklin Street, Boston

Members Meeting

Date: **January 15, 2010**

Featured Topic: *State of the State's Economy*

Professor Alan Clayton Matthews, University of Massachusetts Boston

8:30am-11:00am

Location: 200 Friberg Parkway, Westborough

Active Projects

ID # 2318: An existing warehouse/manufacturing client working with a real estate broker from Boston is seeking 55,000-65,000 SF to lease. The basic requirements include: 15,000-25,000 SF of office space and 40,000 SF of warehouse. 10,000 SF of the warehouse must be a minimum of 30' clear and the remainder a minimum of 20' clear, two loading docks and one drive-in door; two fifteen ton cranes. The company is looking south of the Mass Pike to the Rhode Island border and no further west than Worcester. This must be a single story building.

Notes: If you have a property that matches this search, get in touch with Doug Kehlhem and he'll make an introduction to the tenant rep in Boston.

ID # 2323: Company seeks approx. 8,000-16,000 SF to lease in a single tenant facility in the Natick area, and will consider properties up along 128 to Burlington. Lease rate must be below \$10/SF. Requirements include two loading docks, 2,500 SF Warehouse space, 1,500 SF manufacturing space, 9' clear on one floor. Need to have parking for 30+ employees.

Notes: MassEcon was able to make an introduction between one of its members, GVA Thompson, and the company using MassEcon's protocol.

ID # 2325: Call center client seeks 35,000 SF of plug and play space within an area with a population of over 100,000. The company requires 300-400 call center seats, and a community saturation rate of less than 2.5% (number of call center workers divided by the total work force). Company will also consider office (ground or second level, contiguous space) or retail space that can be easily retrofitted to a call center. Real estate options must be able to provide interior and exterior photos, floor plans, and broker contact details.

Notes: This project came in via an international consultant. MassEcon always responds to these RFPs but sometimes find that these are simply "fact finding and database development" searches without a following company. The benefit to MassEcon and its members is that MassEcon can use the data internally as well.

Member News

The Massachusetts Office of International Trade and Investment recently completed a three day *International Economic Development Tour* of Massachusetts October 7-9. The bus tour contained multiple stops in several regions throughout Massachusetts. MassEcon members such as **MassDevelopment**, **ChooseWorcester**, the **Economic Development Council of Western Massachusetts**, and **MassPort** hosted meetings and receptions along the way on tour.

MassEcon attended the day long **NAIOP Broker Bus Tour** event that took place on October 7. Congratulations to David Begelfer and the entire NAIOP staff for putting on a very successful event. The buses took over 200 attendees to various office parks, industrial parks, as well as development sites in the Greater Boston area. **Richards Barry Joyce & Partners'** Jamie Liscomb did an outstanding job as one of the "bus tour captains".

Chris Steele's new company, **CWS Consulting Group LLC** has been selected by the Transportation Research Board – a member of the National Academy of Sciences – to perform a study of economic and transportation factors influencing site selection decisions for freight and intermodal facilities. This one-year study will provide insight on corporate location decisions and suggest best practices for public policy for transportation, land use, economic development, and regional partnerships.

Staff in Action

John DiNapoli has moved to a new position at Unittl in Fitchburg. John will be serving as Community & Municipal Relations Manager and will bring his interpersonal skills to Unittl's customers. John has worked for MassEcon over the past two years and will leave a satisfied legacy of clients – companies he has worked with, state and local partners, and MassEcon members. We wish John well.

Rob Anderson went to the Massachusetts Economic Developers Council meeting in Holyoke on October 16. The event focused on economic development and alternative energy. MassEcon member **Fuss & O'Neill** gave an informative presentation on biomass energy production and ways in which municipalities can lower costs by using this method. This is also applicable to businesses. To find out more contact **Jim Curtis**...Rob also attended the 495/MetroWest Partnership *Transportation Committee* meeting, learning about rail issues surrounding Framingham.

Doug Kehlhem represented MassEcon at the Massachusetts Biotechnology Council's *BioReady Gateway Cities Session* on October 28. Leominster, Fitchburg, Pittsfield and Holyoke were the new cities presented as *BioReady Gateway Cities*.

Susan Houston was one of 150 participants at the Governor's Economic Summit held at the Federal Reserve Bank of Boston on October 27. The day-long Summit featured interactive panel presentations and three breakout sessions at which action agendas were developed and then presented to the Governor. [Click here](#) to read about the Summit...Susan also spent a day in **Worcester** meeting with officials from Choose Worcester, WPI, and the City of Worcester's Economic Development Department.

Please welcome our interns **Katherine Colanton** and **Mary Duggan**

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Would you like to let members know about news or events?
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