



# MassEcon Developments

News for Members

October 2011

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Dear MassEcon Member,

With the Eighth Annual Team Massachusetts Economic Impact Awards Luncheon around the corner, here's what's been going on at MassEcon this October:



Left to right: Dennis Cope of Ophir Optics, John Dexheimer of LightWave Advisors, and Tom Dudley of the BU Photonics Center at the Optics, Photonics, and Advanced Instruments Industry Roundtable.

## MassEcon News

### IBM Innovation Landscape Presentation

On October 5th, IBM partnered with ENTOVATION International to host a delegation of over 55 executives from Italy to present the innovation landscape of Massachusetts. **Joe Perry** of the IBM Innovation Center gave a presentation of IBM's 100 year history, the Smarter Planet initiative, IBM's Global Network of Innovation Centers, and the company's collaboration with VCs, entrepreneurs, and independent software vendors (ISVs). **Fred Mulligan**, Vice Chairman of **MassEcon**, served on a panel with **MassTLC** President **Tom Hopcroft** to discuss the benefits that exist for businesses doing work in Massachusetts, and the factors that create the innovation landscape in the state.



Dennis Merrill of Thermo-Fisher Scientific with Harvard School of Engineering post-doctoral researcher Qimin Quan

### Optics, Photonics, and Advanced Instruments Industry Roundtable

On October 18th, MassEcon presented an Industry Roundtable focusing on the optics and photonics industries in Massachusetts. Featured at the discussion were **John Dexheimer**, President of LightWave Advisors, **Dennis Cope**, President of Ophir Optics, **Dennis Merrill**, Senior Director of Thermo-Fisher Scientific, and **Karen Scammell**, Global Sales Director for Axsun. The anchors discussed the state of the industry in Massachusetts, as well as the benefits and obstacles of doing business in the state. Special thanks to **Orit Goldstein** and **Ozzy Properties** for hosting the event in North Andover.



Joe Perry of the IBM Innovation Center presents the Massachusetts innovation landscape to a delegation of 55 executives from Italy.

### Leadership in Transition Panel

On October 20th, MassEcon co-sponsored the "Leadership in Transition" panel hosted by **Solomon McCown and Company** at Boston Properties' Atlantic Wharf. The panel featured the Presidents of The University of Massachusetts, Bentley University, Massachusetts College of Art and Design, and Mount Holyoke College, who discussed a range of topics pertaining to the goals and challenges of universities in Massachusetts. Click [HERE](#) to read more about the event.

### Expansion Management Roundtable

**Doug Kehlhenn** of **MassEcon** was in Arizona earlier this month for Industry Week's Expansion Management Roundtable in the High Desert. There were 65 economic development practitioners from around the United States that participated in the roundtable and



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had meetings and social time with national site selectors at firms including: ADP, Fourth Economy, Biggins Lacy Shapiro & Company, Hickey & Associates, Grubb & Ellis, Ernst & Young, McCallum Sweeney, and Chmura Economics.

#### Location Support Committee Meeting

On October 28th, MassEcon's Location Support Committee met at the offices of **Richards Barry Joyce & Partners** to discuss marketing strategies for MassEcon's Market Ready Properties. The Committee also discussed upcoming site selector events in 2012, and the opportunities for sponsorship for these events.

#### Upcoming Events

##### 8th Annual Team Massachusetts Economic Impact Awards Luncheon

Date: November 22nd

Place: Seaport Hotel, Boston

Time: 11:00am Registration, 12:00pm - 2:00pm Program

**Featured Speaker: Governor Deval Patrick**

Master of Ceremonies: Anthony Everett, Co-Author & Reporter WCVB-TV's Chronicle

To register for the event, please click [HERE](#) or contact [Sean Getchell](#)

If you would like information about free student tickets for the event, please visit [www.stayinma.com/apply](http://www.stayinma.com/apply)

##### Annual Meeting and Holiday Lunch

Date: December 15th

Place: UMass Club, 225 Franklin St, Boston

Time: 11:00am Meeting, 12:00pm Holiday Lunch

**Featured Speaker: Robert Caret, President of UMass**

To register, please click [HERE](#) or contact [Sean Getchell](#)

##### Member & Board Meeting

Date: January 20th

Place: 200 Friberg Parkway, Westborough

Time: 8:30 am

**Featured Speaker: Alan Clayton-Matthews, Northeastern University**

Topic: Massachusetts Economic Forecast

#### Welcome New Member

Please join us in welcoming the newest member to MassEcon, the **Boston University Metropolitan College!**

Part of Boston University, the **Metropolitan College (MET)** offers innovative courses and programs that focus on the most cutting-edge areas of industry, and offers part-time, full-time, and international students a remarkable range of choices for study to help enrich their lives and advance their careers. Mary Carlson, Assistant Director of Student and Corporate Outreach, will represent the institution at MassEcon.

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Connect with MassEcon through these social media outlets.



If you would like to tape a 15 minute interview on MYOB Radio to talk about a project or company that you are working with, please contact [Sean Getchell](#)

**Massachusetts**  
*It's all here.®*

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

## Projects

### #2487:

Project Lion: MassEcon and MOBD are working with an out-of-state clean energy company that needs to lease 200,000 SF of production space. The building and site must be able to accommodate a future expansion to 500,000 SF. *Notes: Through a RFQ process, MassEcon has brought in the expertise of its members Newmark Knight Frank and Dacon Corporation to assist the team with vetting potential buildings located throughout the state.*

### #2486:

MassEcon and MOBD are working with an Atlanta-based real estate firm that has a food distribution client needing 70+ acres (usable) to build a 1-million SF food distribution facility. This project could create 400+ jobs. This project represents a consolidation of multiple facilities in New England already. *Notes: Sites in Fall River, Charlton, Holliston, and Westminister have been submitted.*

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

## Member News

Congratulations to **Jerry Sargent** of **Citizens Bank** for being named to the Boston Business Journal's "Power 50 Most Influential Bostonians". The article listed 50 of the region's most influential businesspeople in 2011 from various industries within the state. Click [HERE](#) to read more.

**MassDevelopment** has been involved in several high-profile projects this month, including the financing of the Southbridge Business Center Renovation, the redevelopment of Riverwalk Mill in Lawrence, and the Holyoke High Performance Computing Center. Click [HERE](#) to read more.

Congratulations to **Richard Davey** for being elected as the new Chairman for **Massport**. Secretary Davey was appointed MassDOT Secretary and CEO by Governor Deval Patrick in August, and is replacing Ranch Kimball as Chairman. Click [HERE](#) to read more.

Thank you to **Fred Mulligan** of **Cutler Associates** for representing MassEcon at the IBM Innovation Center's October 5th event in Waltham. Fred discussed the innovation landscape of Massachusetts and the benefits of doing business in the Commonwealth. Also on the panel was Tom Hopcroft, President and CEO of MassTLC.

**Pittsfield Economic Development Authority** reports that construction for the the first tenant of the William Stanley Business Park, MountainOne Financial Partners, is underway. Click [HERE](#) to read more.

Please send [Sean Getchell](#) your member news!

## Ask The Expert Colin Angle



ASK THE EXPERT  
Colin Angle, CEO, iRobot  
Click [HERE](#) to ask Colin a question.

## Staff in Action

**Susan Houston** spent much of October organizing the logistics and fund-raising efforts for the 8th Annual Team MA Economic Impact Awards Luncheon. Susan also attended several events during the month, including MassTLC's 14th Annual Mass Technology Leadership Awards Gala, and Solomon McCown's "Leadership in Transition" panel.

**Doug Kehlhenn** was busy in October fielding several site location requests and visiting the Priority Development Areas (PDAs) in Central Massachusetts. Doug also showcased the Commonwealth's assets at Industry Week's Expansion Management Roundtable in Tuscon, AZ.

**Sean Getchell** helped organize the logistics for the Optics, Photonics, and Advanced Instruments Industry Roundtable, as well as the 8th Annual Team MA Economic Impact Awards. Sean also represented MassEcon at the IBM Innovation Center's presentation to the Italian business delegation.

**Carlin Reilly** was highly involved in planning and logistics of the Industry Roundtable and continues to help plan the upcoming Economic Impact Awards Luncheon in November. Carlin also helped Doug with updating the information for the Market Ready Properties on MassEcon's website.