



# MassEcon

Location is everything.

August 2010

News Update for Members

## MassEcon News

### Introducing The Team Massachusetts Economic Impact Awards Finalists!

**Central:** A123 Systems, Conservation Services Group, eClinical Works, Genzyme, Incom Inc., Saint Gobain, Heywood Hospital

**Greater Boston:** ABNote, AutoDesk, Constant Contact, Harpoon Brewery, Microsoft NERD, OPK Biotech LLC.

**Northeast:** BIOCIUS Life Sciences, Cbeyond, Epsilon Data Management, Jessica's Brick Oven, Nexamp, Inc.

**Southeast:** Bluefin Robotics, Kopin Corporation, NorthEast Electrical Distributors, Smith & Nephew Inc. (Endoscopy Division), Tribe Mediterranean Foods, Inc.

**Western Massachusetts:** Blu Homes Inc., Lyntech Scientific, Onyx Specialty Papers, The Chamberlain Group, Seahorse Bioscience

Thank you to all who submitted nominations. Companies throughout the 5 regions of Massachusetts will present to our panel of judges at the **Finalists Reception on September 15th** at the UMass Club in Boston from 4-6:30PM. This event is open to Economic Impact Award Sponsors. Click [here](#) for **sponsorship information** and see sidebar for those who have stepped up.

### Massachusetts Marketing Partnership

On August 5, Governor Patrick signed an economic development bill into law to promote job growth, long-term economic recovery, and transparency of services available to the private and public sectors. One section of the bill created of **Massachusetts Marketing Partnership, on which MassEcon was appointed a board seat.** Other parts of the bill established the Massachusetts Growth Capital Corporation; provided for MassDevelopment to absorb HEFA's role; and granted regional economic development groups a formal role in the statewide economic development. For more information, click [here](#), or for the full bill, click [here](#).

### Chapter 43D Celebration

On July 27th, Massachusetts Executive Offices of Housing and Economic Development and Energy and Environmental hosted an event at the Massachusetts State House Grand Staircase to celebrate the state and local streamlining permitting achievements of the past four years. Susan Houston, Doug Kehlhem, and Mary Duggan hosted a table explaining MassEcon site finder services. EMD Serono Director, Anthony Meenaghan, gave a testimony at this event of how the 43D Program helped his company.

### MassEcon is now on LinkedIn!

MassEcon members can now connect with each other on LinkedIn through [MassEcon's new LinkedIn group](#). Join the group and start a topic of discussion!

### Follow MassEcon on Twitter!

MassEcon is now on Twitter at [www.twitter.com/massecon](http://www.twitter.com/massecon)

## Committee Activity

### MassEcon's 2010 Committees

- **Marketing:**  
Michelle Cammarata, *KPMG*, and Gen Cahill, *BSC Group*, Co-Chairs  
**Next Meeting: TBD**
- **Location Support:**  
John Ziemba, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs  
**Next Meeting: ReadyMA Site Evaluation Oct. 6th at 10AM, RBJ, 53 State St., Boston**
- **Economic Impact Awards Committee:**  
Carol Adey, *CresaPartners*, Chair  
**Next Meeting: TBD**
- **Membership:**  
Rob Reilly, *Fidelity*, Doug Landry, *VHB*, Jack Burns, *CresaPartners*, Co-Chairs



The Finalists Are IN!

Site Finder Database Staff-assisted search



The new MassEcon Site Finder Database is now live on the MassEcon website. Click [here](#) to view the database.



Mary and Doug with April Anderson-Lamoureux at the Chapter 43D Expedited Permitting State House Celebration

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## CALENDAR

**September 15**  
Economic Impact Awards Finalists Reception for Event Sponsors

**September 24**  
Members & Board

## Meeting

October 19

(Note-New Date)

Venture Capital  
Roundtable

November 23

Team MA Economic  
Impact Awards Luncheon

Next Meeting: Conference call, week of August 30th

## MassEcon Events of Note

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### Economic Impact Awards Finalists Reception

September 15, 2010

Location: UMass Club, 225 Franklin Street, Boston

Time: 4-6:30PM

At this networking event, representatives from all finalist companies will present their case to our panel of judges.

*This event is open to sponsors and finalists only.* [Sponsorship Benefits](#)

Contact [Rob Anderson](#) to sign-up as a sponsor

### Members and Board Meeting

September 24, 2010

Location: [200 Friberg Parkway, Westborough](#)

Time (*note early start*): 8:00-8:30 Networking and Coffee, 8:30- 9:15 Presentation & Q&A, 9:15-10:00 Members Meeting, 10:00-11:00 Board Meeting

Featured Speaker: **Chuck Anderson**, Massachusetts Technology Collaborative

Guest Resource: **Ted Carr**, Executive Director, Massachusetts Office of International Trade and Investment

Presenting: *An International Strategy for Massachusetts*

Click [here](#) to view the MTC report.

### Venture Capital Roundtable

October 19, 2010

Location: TBD

Time: TBD

If you are interested in hosting this roundtable or serving as a key resource, please contact [Mary Duggan](#)

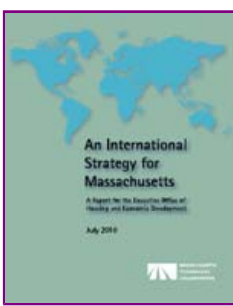
### 7th Annual Team Massachusetts Economic Impact Awards Luncheon

November 23, 2010

Location: Boston

Time: 11AM Registration, 12-2PM Luncheon and Awards Event

For ticket and table information, please contact [Mary Duggan](#)



An International Strategy for Massachusetts by the Mass Tech Collaborative

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Ask the Expert [Jeffrey Leathe](#)



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rough. If our members know of these types of facilities, it would be great to learn more about them.

**#2383:** MassEcon was contacted by MOBD for an international manufacturer of transit cars for a facility to lease or buy in Massachusetts. The search for this 116,000-192,000 SF building was statewide and the requirements included: 30-50 FT clear in manufacturing area, 2-3 loading docks, heavy power (500 kilowatts +), on freight rail, and good access to a port either via rail or roadway. The company also needed adjacent land to the building for a test track. *Notes: After the Bulletin was sent out, MassEcon took the company's consultants on a tour of 16 properties in Massachusetts – from the Berkshires to Boston - and took advantage of regional economic development groups to give an overview of each of the regions. This was extremely helpful to the client. Three sites have been shortlisted, two of which are in our Market Ready inventory.*

**#2388:** MassEcon was invited to a meeting with an international biotech manufacturer seeking to lease 25,000 SF in Massachusetts. The company would prefer to be in the Greater Boston area but would consider other areas if requirements are met. The requirements are: 6,000 SF of office space, 15,000 SF of wet lab space, and approx. 4,000 SF of clean room space. They would prefer to be near public transportation as well. *Notes: The company is looking to come to Massachusetts as a result of incentives being cut in Ontario. It seems that when the incentives dry up and companies have a choice of location, Massachusetts can enter back into the mix. The promise of "cash" from other places leaves a bad taste in their mouths when that promised incentive does not come through. Massachusetts's setup and incentives programs – because they are not based on a blank checkbook and promises – seem a good course of action.*

**#2391:** A national site location consultant contacted MassEcon to help with a manufacturer of next generation aerospace components. The company needs a minimum of 20 acres to build a 218,000 square foot facility. There are some specific utility requirements including: water 175,100 g/month, wastewater 160,040 g/month, electric up to 3700 kW demand, and natural gas to the site. The company would also prefer good highway access. *Notes: MassEcon's charge was not only site finding but to provide research on employment, demographics, and other factors relevant to the location decision. This furthers our belief that MassEcon's interaction and strong relationships with the consultants is integral to business development for the state.*

## Ask the Expert!

Visit the MassEcon ReadyMass portal to see our latest featured Expert, **Jeffrey Leathe, CEO of BIOCIUS Life Sciences**. Please submit your questions and read the company's Massachusetts story [here](#). The lines will be closing soon, so take this chance to submit your questions.

## Member News

**Patriot Place** recently completed the installation of 2,556 solar panels, which will generate 525-kilowatts and 30 percent of the power drawn by the mall and its attached hall of fame. Click [here](#) for the story.

**Ozzy Properties** recently welcomed two new tenants to its 1600 Osgood Landing facility in North Andover. Jessica's Brick Oven leased 63,000SF of office space and Dance Works rented a studio space.

The **Boston Redevelopment Authority** issued the first ever exclusively artist-focused Request for Proposals (RFP). The initiatives of the RFP are to redevelop the Bates Arts Resource Center in the South End of Boston, to provide affordable and permanent space for artists to live, and to maintain cultural centers for the thriving arts community in Boston. Click [here](#) to read more.

**Campanelli Companies** recently broke ground on a 31,000SF distribution facility in Westover Airport West, Chicopee. MassEcon member **Allan Blair**, as President of the Westover Metropolitan Development Corporation, welcomed Campanelli Companies. Click [here](#) to read more.

## Staff in Action

**Susan Houston** recently gathered the former MassEcon Chairmen to discuss MassEcon's strategy for future growth. Susan has also been meeting with member prospects to help build 2010 membership.

**Doug Kehlhem** led a site tour during the week of August 2nd for a Chinese manufacturer of mass transit vehicles. Doug showed company representatives 16 real estate options covering the Greater Boston, Western, MetroWest, Northeast, and MetroSouth regions. Doug also coordinated a team to respond to a rapid turnaround request for sites and research for an aerospace manufacturer. Thanks to **Adam Ploetz** of the 495/MetroWest Partnership and **Art Robert** of MOBD for their contributions.

**Rob Anderson** has been gearing up for the (and his) Seventh Annual Economic Impact Awards. In addition to coordinating with Finalists, Rob has been leading the charge with sponsorship recruitment. Please contact Rob if you are interested in sponsoring the event or would like to learn more about sponsorship benefits.

**Mary Duggan** has been gathering nominations, speaking with companies, and working in collaboration with the

Economic Impact Awards Committee to determine the group of awards finalists. She is looking forward to the Finalists Reception on September 15th, so that others can hear the inspiring stories of companies growing in Massachusetts.

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**Would you like to let members know about news or events?  
Please contact me at [mduggan@massecon.com](mailto:mduggan@massecon.com) with the details.**

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