



ANNUAL  
**2016**  
**REVIEW**

celebrating  
**20<sup>+</sup>**  
*Years*



Susan Houston  
Executive Director



Brian Cohen  
Chairman

Dear Friends:

It is our pleasure to report to you on the efforts and accomplishments of MassEcon for 2016.

With the economy having exhibited steady growth, MassEcon continued to invest in initiatives that are essential for the long term. Celebrating the achievements of businesses that invest in Massachusetts; welcoming companies new to Massachusetts; and promoting the assets of all regions of the state are foundational elements of MassEcon's work.

During 2016, 66 companies planning for future growth relied on MassEcon's services to evaluate the Commonwealth as a location for expansion and relocation. Our progress over the year reflects the efforts of a team that includes public officials; industry and trade associations; the business community; state, regional, and local economic development professionals; and our dedicated corps of members. We are fortunate to work with so many capable parties in promoting the assets of Massachusetts.

Looking ahead, with projections of continued — but slower — economic expansion, it is essential that the entire Commonwealth be poised to capture its fair share of growth. Retaining and attracting business requires an organized effort of an informed and creative economic development team. Working in partnership with our sixth gubernatorial administration, MassEcon brings a consistent, non-partisan voice to the enterprise, and we are proud to bring value to the team.

We thank our members, staff, and partners for making our work possible.

Sincerely,

Susan Houston  
*Executive Director*

Brian Cohen  
*Chairman*

**MassEcon** founded in 1993, is a non-profit, non-partisan entity that champions Massachusetts as the best place to start, grow, or locate a business. Bringing the public and private sectors together, we work to create a supportive culture, enhance business growth, promote investment in communities, and spread prosperity throughout the state

## Site Location

MassEcon's statewide Site Finder Service — including the ReadyMass 100 — is an economic development resource for companies seeking to expand or locate within Massachusetts. MassEcon staff work cooperatively with real estate brokers, site location consultants, and state, regional, and local economic development officials to enable companies to access property information that supports their real estate and location needs.

## Research & Information

MassEcon provides expanding and relocating companies with information about demographics, workforce, education, infrastructure, industry sectors, and other matters relevant to the location decision. In comparing Massachusetts to other states, MassEcon ensures that the full value proposition for a Massachusetts location is evident. Providing more than data, this service links companies with people and resources on the state, regional, and local levels.

## Marketing

Under the banner of *Massachusetts, It's All Here*, MassEcon celebrates the achievements of Massachusetts companies from all regions of the state through its annual Economic Impact Awards; takes the Massachusetts story on the road through selected trade show and business development missions; and serves on the board of the Massachusetts Marketing Partnership.

## Massachusetts Ambassadors

MassEcon oversees the Massachusetts Ambassadors program, a network of senior executives throughout the Commonwealth who serve as peer contacts for companies evaluating the state as an expansion location. Ambassadors can volunteer their time by hosting visiting executives, providing media testimonials on Massachusetts as a place to live and work, sponsoring welcome receptions for companies new to Massachusetts, and other activities.

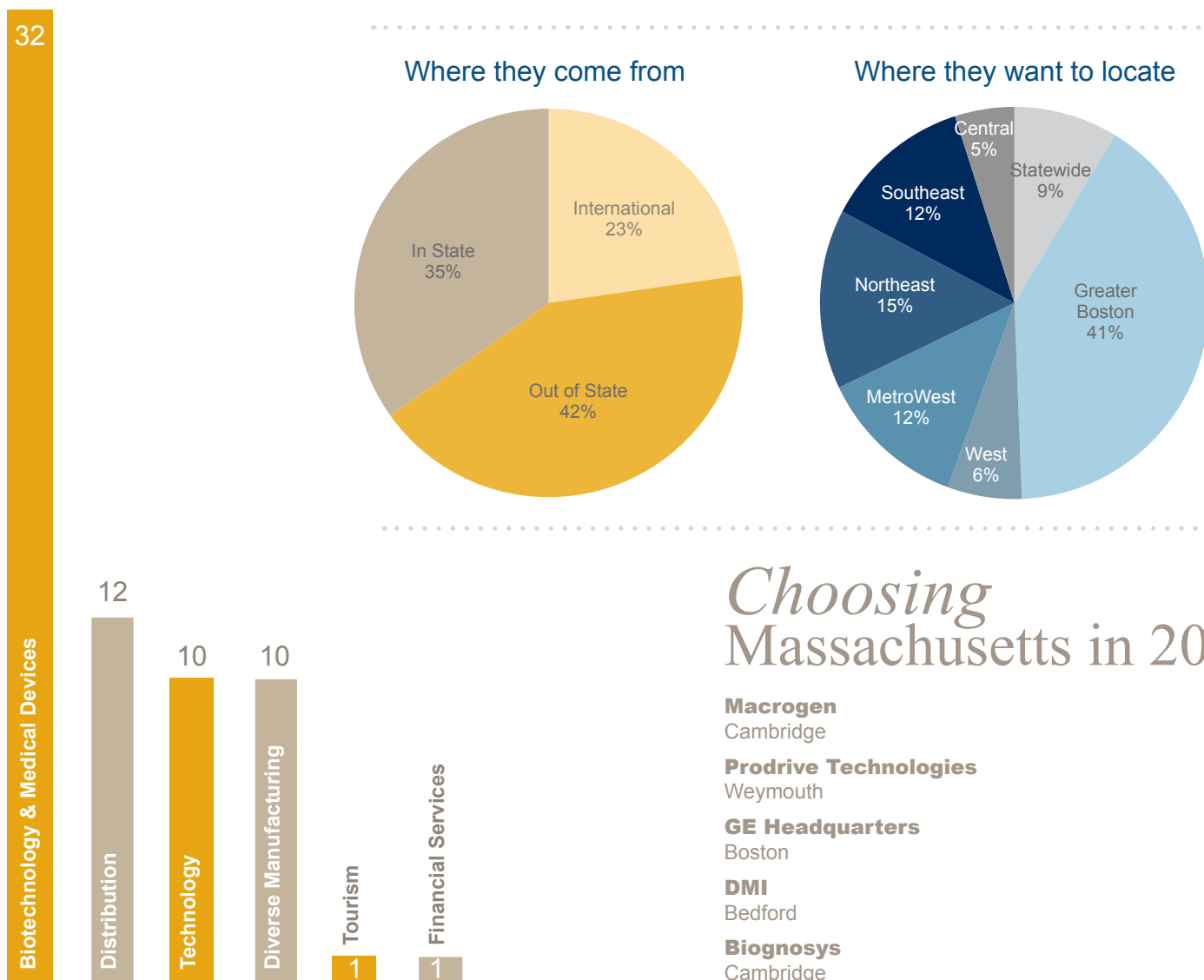
“FOR MORE THAN TWO DECADES, MASSECON HAS DEVELOPED RELATIONSHIPS WITH TRUSTED AND INNOVATIVE ECONOMIC LEADERS FROM ACROSS THE STATE AND PLAYED AN INSTRUMENTAL ROLE IN BRINGING NEW BUSINESSES AND JOBS TO THE COMMONWEALTH.”

**GOVERNOR CHARLIE BAKER**

## Results: by the numbers

**IN CONJUNCTION** with the Massachusetts Office of Business Development and other state, regional, local, and industry partners, MassEcon is proud to have provided services this year to 66 companies considering Massachusetts as an expansion location; these companies represented a total of 7,000 jobs and came from within Massachusetts, out of state, and abroad.

### Meet the companies



## Choosing Massachusetts in 2016

### Macrogen

Cambridge

### Prodrive Technologies

Weymouth

### GE Headquarters

Boston

### DMI

Bedford

### Biognosys

Cambridge

“MASSECON HAS BEEN A FANTASTIC FIRST POINT OF CONTACT WHEN WE ARE EVALUATING MASSACHUSETTS FOR OUR CLIENTS. THEY ALWAYS CONNECT US TO THE RIGHT RESOURCES AND PROVIDE QUALITY MARKET KNOWLEDGE AND INFORMATION.”

**MINAH HALL, MANAGING DIRECTOR  
TRUE PARTNERS CONSULTING, CHICAGO, IL.**

## Spotlight: Prodrive Technologies



**In September of 2016, Netherlands-headquartered robotics company Prodrive Technologies announced** its intention to build a 300,000 square foot electronics research and manufacturing facility at Union Point in Weymouth, a ReadyMass 100 property. Prodrive's national search for a location, which began

in January 2016, exemplifies MassEcon's services at work. After being contacted by the Massachusetts Office of International Trade and Investment, MassEcon organized a coordinated effort that included professionals from state and local government, education, real estate, project management, and construction. The Dutch robotics company is expected to bring between 300 to 500 engineering jobs to Weymouth in over two phases starting late 2017.

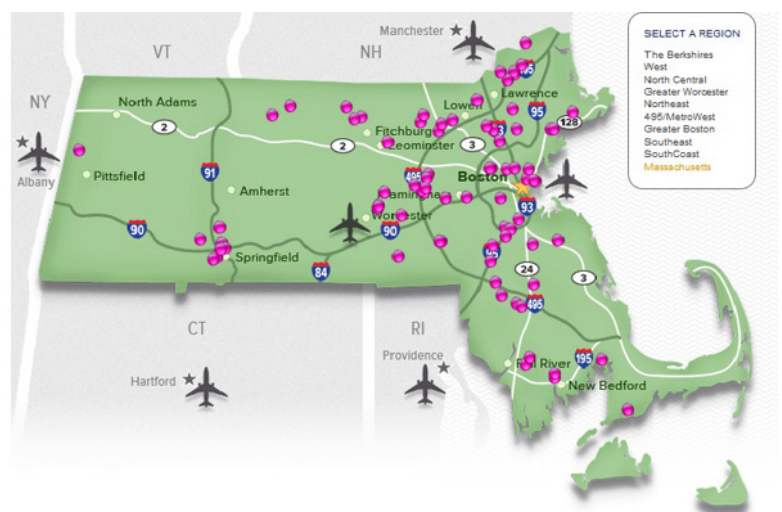
“**MassEcon provided a pivotal role in attracting one of the most innovative and fastest-growing technology companies in Europe, Prodrive Technologies, to Massachusetts and Union Point. Having a strong partnership with MassEcon is a key component of our plans to build an iconic urban environment outside of Boston.**”

**MATTHEW BARRY, DIVISION PRESIDENT,  
UNION POINT**



**The ReadyMass 100, an online resource,** showcases a continually refreshed portfolio of up to 100 market ready properties that

provide location options for expanding and relocating companies. These properties are zoned, permitted, infrastructure served, and in Class A condition. Representing diverse property types, and selected by a committee of real estate experts twice yearly, they send a concrete message to the marketplace that Massachusetts can meet the real estate needs of growing companies in all parts of the state. MassEcon markets these properties through [massecon.com](http://massecon.com), earned media, and through a series of receptions with national site selection advisors.







(from left) Board Members Mike Scott of Nutter McClennen & Fish LLP, Paul Bauer of Bowditch & Dewey, Dave Hayes of BSC Group, and Bill Harris of Perkins + Will

## Private Sector Engagement

**A UNIQUE** element of MassEcon's services is the ability to rally its private sector membership to support business recruitment and retention. Under the Team Massachusetts umbrella, MassEcon members volunteer to provide real estate market overviews, site tours, cost estimates, community information, sector knowledge, and more — all on behalf of growing jobs in Massachusetts.

### MassEcon Representation Statewide

Massachusetts Marketing Partnership

Massport Business Leaders Advisory Group

## Regional & Local Partnerships

**MassEcon's** corporate members from the regional and local economic development community immeasurably add to the ability to promote the assets of all regions of the state. Working together with MassEcon, these organizations are instrumental in educating decision-makers about the benefits of growing businesses in their areas. MassEcon staff, in turn, provides resources to its local and regional partners. In 2016, MassEcon staff presented expertise at the EDC of Western Massachusetts Brokers Task Force; the Metrowest Regional Economic Development Forum; the Massachusetts Association of Planning Directors Conference; the AIM CEO Roundtable; and the North Central Development Corporation EDC Luncheon. MassEcon staff also served on the boards of the New England Economic Partnership, Marlborough Economic Development Corporation, Massachusetts Marketing Partnership, and JVS.

495/MetroWest Partnership

City of Boston

Brockton 21st Century

Marlborough EDC

MetroWest Chamber of Commerce

North Central MA Development Corporation

Pittsfield Economic Development Authority

South Shore Chamber of Commerce

Taunton Development Corporation

Town of Framingham

Westborough EDC

Western Massachusetts EDC

Worcester Regional Chamber of Commerce

“MASSECON HAS BEEN INSTRUMENTAL IN OUR EFFORTS TO SHOWCASE AND PROMOTE MARLBOROUGH TO SOME OF THE BEST SITE SELECTORS IN THE COUNTRY. THANKS TO THEIR MARKETING PROGRAMS, WE'VE BEEN ABLE TO MAKE VALUABLE CONNECTIONS THAT HAVE UNDOUBTEDLY INCREASED OUR COMMUNITY'S VISIBILITY AND ITS POTENTIAL FOR NEW INVESTMENTS AND JOB CREATION.

**MEREDITH HARRIS, EXECUTIVE DIRECTOR  
MARLBOROUGH ECONOMIC DEVELOPMENT CORPORATION**



2016 MassEcon Annual Conference Moderator Curt Nickisch with Panelists Colin Gillespie, Paula Murphy, Lorraine Attridge, and Charles Gray

## Conference Panelists

### Moderator

**Curt Nickisch**  
Senior Editor  
Harvard Business Review

### Featured Speaker

**Michael Dolega**  
Director and Senior Economist  
TD Economics, TD Bank Group

### Panelists

**Lorraine Attridge**  
Fast Trak Leader  
GE Healthcare Life Sciences

**Colin Gillespie**  
President  
LEGO Education North America

**Charles Gray**  
Vice President and General Counsel  
Teradyne

**Paula Murphy**  
Founder and Director  
Massachusetts Export Center

## Lead Sponsor



## MassEcon's Annual Conference

### *Connecting Massachusetts to the Global Economy*

was held for more than 130 attendees on June 3 at the Newton Marriott Hotel. The conference, sponsored by TD Bank, focused on Massachusetts' role in the global economy, key international pressures and trends, off-shoring and on-shoring, and international trade policy. The panelists engaged in an insightful conversation that assessed the state's current and future outlook for success in a globally connected world.



Curt Nickisch, Senior Editor at Harvard Business Review, moderates 2016 MassEcon Annual Conference



(from left)  
**Michael Dolega**  
Director and Senior Economist  
TD Economics, TD Bank

**Colin Gillespie**  
President  
LEGO Education, North America

**Paula Murphy**  
Founder and Director  
MA Export Center







Governor Charlie Baker addressing business leaders and political officials at 13th Annual Economic Impact Awards Luncheon



Presenting Sponsor



**Each year, MassEcon honors** growing businesses from each of the Commonwealth's five regions that make outstanding contributions to the Massachusetts economy. This event, which is the only celebration of its kind in Massachusetts, has recognized dozens of companies from throughout the state that have been leaders in job growth, financial investment, and community involvement. The process is launched with a Finalists Reception in September, when all finalists have an opportunity to tell their story before their peers, and it culminates with an awards luncheon on the Tuesday before Thanksgiving. On November 22, before 375 guests, MassEcon presented the **Thirteenth Annual Team Massachusetts Economic Impact Awards** to 14 companies that invested in the Commonwealth through job creation, facility expansion, and community involvement.

## ECONOMIC IMPACT AWARD WINNERS

# 2016

### CENTRAL

*Gold* Bristol-Myers Squibb  
*Silver* Acacia Communications  
*Bronze* Woonsocket Glass Fabricators

### GREATER BOSTON

*Gold* Shire  
*Silver* Autodesk  
*Bronze* IBM Watson Health

### NORTHEAST

*Gold* NxStage Medical  
*Silver* TraceLink  
*Bronze* Hoff's Bakery

### SOUTHEAST

*Gold* Capstan Atlantic  
*Silver* HTP

### WEST

*Gold* Prolamina  
*Silver* Jarvis Surgical  
*Bronze* PV Sullivan Supply



## Corporate Welcome Reception

**Each year, MassEcon welcomes** companies new to Massachusetts at its Corporate Welcome Reception. The event brings together over 100 private sector leaders and senior state officials to welcome companies that have recently opened offices in the state and to introduce them to the rich Massachusetts network.

Aeromexico | Amazon | Avigilon | El Al Israel Airlines | ERD Metal Inc. | General Electric | harmon.ie | IBM Watson Health | LEGO Education | Norwegian Air Shuttle | Olink Proteomics | Philips | Qatar Airways | Scandinavian Airlines | Sunrun | WestJet Airlines | WuXi AppTec



MassEcon Corporate Welcome Honorees with Governor Charlie Baker at Sanofi Genzyme in Cambridge

**Thank you to host Sanofi Genzyme and sponsor WinterWyman**



Governor Baker delivers remarks at Corporate Welcome Reception



MassEcon welcomes LEGO Education to Massachusetts (from L-R) Ken Yahns, Marc Keller, Colin Gillespie, and Sarah McKitterick

## MassEcon on the Road

**Helping the Commonwealth grow its rich economic base**, MassEcon each year hosts out-of-state events that introduce the assets of Massachusetts to corporate site selectors, those professionals on the front lines representing companies considering expanding or relocating. Our goal is to ensure that Massachusetts is on the short list as companies consider their expansion; as a result of relationships developed at these events, MassEcon is called upon as a credible resource for information about the Commonwealth.

Over the course of 2016, MassEcon hosted hospitality receptions in **New York City** in conjunction with the Medical Device & Manufacturing Show; in **Dallas**; and in **Chicago**. MassEcon also participated in the CoreNet Global Summit in **Philadelphia**, the BIO International Convention in **San Francisco** and the AUVSI convention in **New Orleans**. Helping to tell the Massachusetts story were MassEcon members from the Marlborough EDC, VHB, Dacon, Cutler Associates, and Sasaki Associates.





# Highlights: 2016

## January 22

Members Meeting  
Dr. Alan Clayton-Matthews  
Professor, Northeastern University

## February 11

Where Space and People Intersect  
Industry Roundtable  
Biogen

## March 3

Hospitality Reception for Site  
Selectors  
Dallas

## March 18

Members Meeting  
Travis McCready  
President & CEO, MLSC

## March 30

MassEcon Mixer  
Transwestern

## April 20

Corporate Welcome Reception  
Sanofi Genzyme

## May 9

Hospitality Reception for Site  
Selectors  
Chicago

## May 13

Members Meeting  
Tom Glynn  
CEO, Massport

## June 3

Annual Conference  
Connecting Massachusetts to the  
Global Economy  
Newton Marriott Hotel

## June 16

Hospitality Reception for Site  
Selectors  
New York City

## July 13

Summer Reception  
Mark Sullivan, Executive Director  
MOITI

## September 14

Economic Impact Awards Finalists  
Reception  
Nutter McClennen & Fish LLP

## September 23

Members Meeting  
Stephen Crosby, Chair  
MA Gaming Commission

## November 22

Economic Impact Awards Luncheon  
Boston Renaissance Waterfront Hotel

## December 15

Annual Holiday Lunch  
Bruce Stewart, Chief Marketing Officer  
Current, powered by GE  
UMass Club



(from L-R): Paul Bauer of Bowditch & Dewey, Meredith Harris of Marlborough EDC, Bonnie Sullivan of Middlesex Savings Bank, Madison Waters of Marlborough EDC, and Francisco Torres of the Westborough EDC



Mike Carragher and Steve Thomas of VHB with Jessica Burdin of Lee Kennedy at Annual Holiday Lunch



Bruce Stewart, CMO of Current, powered by GE, at Annual Holiday Lunch



Madison Waters of the Marlborough EDC with Sarah McGillicuddy of Acentec at Annual Holiday Lunch



MOITI Executive Director, Mark Sullivan at 2016 MassEcon Summer Reception hosted by Nutter McClennen & Fish LLP



2016 Economic Impact Award Master of Ceremonies Lisa Hughes, TV Anchor for WBZ-TV



MassEcon staff with Dacon Corporation President Kevin Quinn and Dacon's Director of Business Development Joy Shapiro



Kerry Harrison of Citizens Bank (far left) with MassDevelopment's Marty Jones and Meg Delorier, and Katie Joyce of Shire (Gold Economic Impact Award Winner for Greater Boston region)





Featured Speaker Secretary of Housing and Economic Development Jay Ash at 2016 Finalists Reception



Thank you to WPI for sponsoring the Annual Holiday Lunch



Former MassEcon Chairman Jerry Sargent (left), President of Citizens Bank, with current MassEcon Chairman Brian Cohen of Transwestern



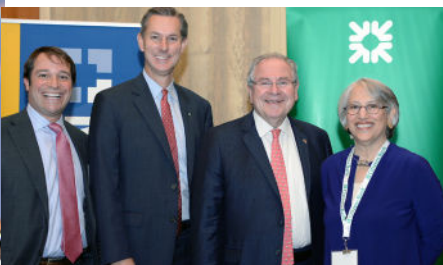
Gov. Baker with Sec. of Housing and Economic Development Jay Ash, Asst. Sec. of Business Development Nam Pham, Rep. Paul Brouder, Rep. Paul Donato, and Senate President Stan Rosenberg



Taidgh McClory of CBRE/New England with Lauren Jones of the City of Boston and representatives from Trillium Brewing Company at 13th Annual Economic Impact Awards Luncheon



Governor Charlie Baker taking a selfie with Wei Zhao of WuXi Ventures at MassEcon 8th Annual Corporate Welcome Reception



MassEcon Chairman Brian Cohen with MassEcon Executive Director Susan Houston, Greg Buscone of Citizens Bank, and Speaker of the House Robert DeLeo



MassEcon members from Capaccio Environmental Engineering, the Worcester Regional Chamber of Commerce and A/Z Corporation with representatives from Lee Kennedy and Acentec



Chase Bank members Mike Houllahan, Christopher Stevens, and Deb Barry at Annual Holiday Lunch

“LEADERS OF EVERY INDUSTRY SHOULD BE INVOLVED WITH MASSECON. MASSECON IS UNIQUELY POSITIONED — BECAUSE OF ITS STATEWIDE REACH AND COLLABORATIVE ETHIC — TO MAKE IMPORTANT CONTRIBUTIONS TO THE STATE’S BUSINESS CLIMATE.

**JERRY SARGENT**  
**PRESIDENT, CITIZENS BANK, MASSACHUSETTS**

## STAFF

**Susan Houston**  
Executive Director

**Douglas Kehlhem**  
Senior Director

**Annie O'Connell**  
Communications Director

## Marketing Assistants

Nick Fucci  
Alison Klemencic  
Liza LaBossiere  
Taylor Pfromer  
Joy Shen

## 2016 BOARD OF DIRECTORS

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Transwestern

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Citizens Bank

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**Rebecca Frisch**  
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**David L'Heureux**  
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**Taidgh McClory**  
CBRE/New England

**Fred Mulligan\***  
Cutler Associates

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Nutter McClennen & Fish LLP

**Christopher Steele**  
Investment Consulting Associates

*\*Executive Committee*

## MEMBERS

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A/Z Corporation

Aerotek

AGC of Massachusetts

ARC/Architectural Resources  
Cambridge

Atlantic Management

BioMed Realty Trust

Bowditch & Dewey

Brockton 21st Century

BSC Group

Campanelli

Capaccio Environmental Engineering

CBRE/New England

Chase Bank

Citizens Bank

City of Boston

cm&b

CoreNet Global, New England Chapter

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Dacon Corporation

DLA Piper LLP US

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Economic Development Council of  
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Economic Development Incentives, Inc.

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MetroWest Chamber of Commerce

Middlesex Savings Bank

NAI Hunneman

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Newmark Grubb Knight Frank

North Central MA Development  
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Patriot Place

Perkins + Will

Pittsfield Economic Development  
Authority

PM Group

Santander

Sasaki Associates

South Shore Chamber of  
Commerce

Strategic Workspaces

Taunton Development Corporation

TD Bank Group

Town of Framingham

Transwestern

UMass

Union Point

Unitil

VHB

Westborough Economic  
Development Committee

WinterWyman

Worcester Regional Chamber of  
Commerce

WPI

Wyman Street Advisors

