

2020 MASSECON ANNUAL MEETING

Tuesday, December 15, 2020

I. Members Election of Directors

(One third of members required for a quorum. One vote per member organization in attendance. Majority vote from quorum required)

a. Approval of 2018 Annual Meeting Minutes – Geoff Howell, Assistant Clerk

Minutes of the Annual Meeting and Board of Directors Meeting

December 11, 2019

Meeting location: UMass Club, One Beacon Street, Boston

Board members in attendance: Stephen Flavin, Mike Scott, Taidgh McClory, Geoff Howell, Paul Bauer, Denise McGeough, Dorrian Cohen Fragola, Bill Harris, Bonnie Sullivan, Mike DiGiano, Tiffany Gallo, Theresa Conroy, Tamara Small.

Members in Attendance: Kevin Quinn (Dacon), Joe Flynn (Wyman Street Advisors), Robert Brown (Perkins + Will), David Gilkie (Hunneman), Gordon Carr (Massport), Sean O'Brien (BSC Group), Midori Morikawa (City of Boston), Ted Fire (Patriot Place), Collin Perciballi (Conway Advisory), Meredith Harris (Marlborough EDC), Doug Landry (Langan), Dick Shafer (Taunton Development Corporation), Jim Boudrot (Hunneman), Mike Ahern (WPI), Deb Colony (Middlesex Savings Bank), Alexandra Kirk (Colliers), Lisa Frisbie (AGC of Massachusetts), Russell DeMartino (Colliers).

Employees in attendance: Peter Abair, Doug Kehlhem, Annie O'Connell, Teagan Gaeta

Mr. Flavin opened the meeting.

(1) Minutes. A quorum of members noted, the minutes of the of the 2018 Annual Meeting were unanimously approved by the members.

(2) Election of Directors

a. Mr. McClory of the Nominating Committee recommended that directors Paul Bauer, David Begelfer, Mike Scott, Bill Harris, Bonnie Sullivan, and Theresa Conroy be approved for additional three-year terms to be concluded at the close of 2022.

The members unanimously approved the aforementioned directors.

b. It was further recommended by the Nominating Committee that the members approve Doug Landry and Meredith Harris for three-year terms as directors to conclude at the end of 2022 and that Mitchell Feldman be approved to complete a term as director to conclude at the end of 2020.

The members unanimously approved the aforementioned directors.

c. Mr. Howell introduced a series of by-law revisions as recommended by the By-Laws revision Committee (see attachment).

The members unanimously approved the revisions as presented. The Board unanimously approved the revisions as presented.

I. Members Election of Directors

(One third of members required for a quorum. One vote per member organization in attendance. Majority vote from quorum required)

a. Director Renewals – Recommendations of the Nominating Committee, Motion by Brian Cohen

Michael DiGiano, Executive Vice President and Principal, Hunneman Commercial (three-year term, Class of 2023)

Geoff Howell, Partner, DLA Piper LLP US (three-year term, Class of 2023)

Dorrian Cohen Fragola, Vice President of Marketing and Business Development, Janitronics Building Services (three-year term, Class of 2023)

Denise McGeough, Senior Vice President, Middle Market Banking, Citizens Bank (three-year term, Class of 2023)

Lauren Liss (three-year term, Class of 2023)

Christopher Steele, Vice President – Advisory, Conway (three-year term, Class of 2023)

b. New Directors - per recommendation of Nominating Committee

Michael Vedovelli, Manager for Community Relations – Massachusetts, Eversource Energy (three-year term, Class of 2023)

Jessica Strunkin, Senior Vice President, Devens (three-year term, Class of 2023)

II. Director Elections of Board Officers

(One third of directors required for quorum, majority for approval)

a. Officers of the Executive Committee - per recommendation of Nominating Committee, Motion by David Begelfer

Denise McGeough, Chair

Bonnie Sullivan, Vice Chair

Mike Scott, Treasurer

Geoff Howell, Clerk

Dorrian Cohen Fragola, Assistant Clerk

Stephen Flavin, Immediate Past Chair

b. Foundation Board

Denise McGeough, Chair

Mike Scott, Treasurer

Geoff Howell, Clerk

C. Designation of title *Executive Director Emerita* to Susan Houston



Incoming Chair Remarks



III. 2020 YEAR-END REPORT

MassEcon's mission is to promote and champion Massachusetts as the best place to start, grow and locate a business. Built upon a robust network of corporate and civic members, MassEcon convenes public and private sector leaders of industry to create an inclusive business ecosystem that enhances job growth across a diverse talent pool, promotes investment in all communities, and expands equitable opportunities throughout the Commonwealth.

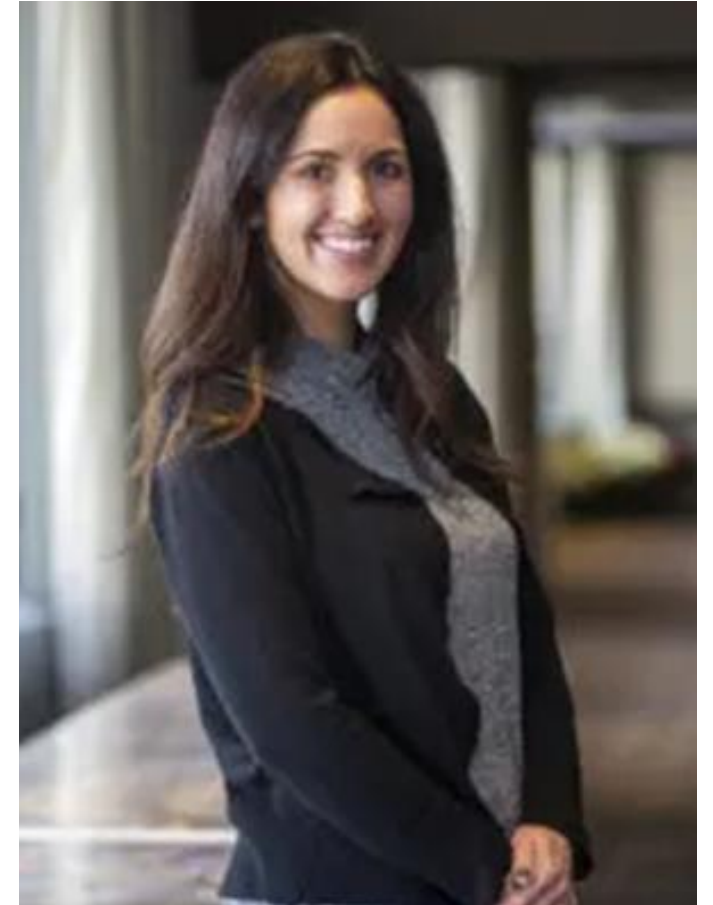
Your Team



Annie O'Connell



Doug Kehlhem



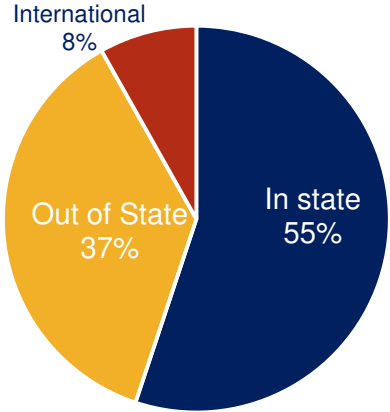
Teagan Gaeta

2020 Site Location *by the Numbers*

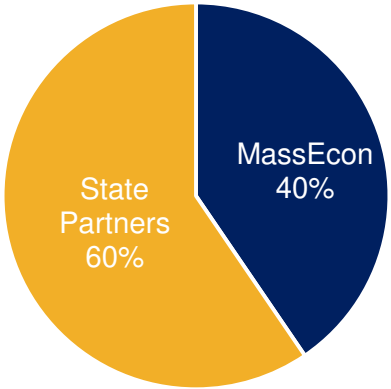
- 51 total projects
- ~6,400+ jobs
- 4.7+ million square feet sought
- 470+ acres of land

Site Location Services

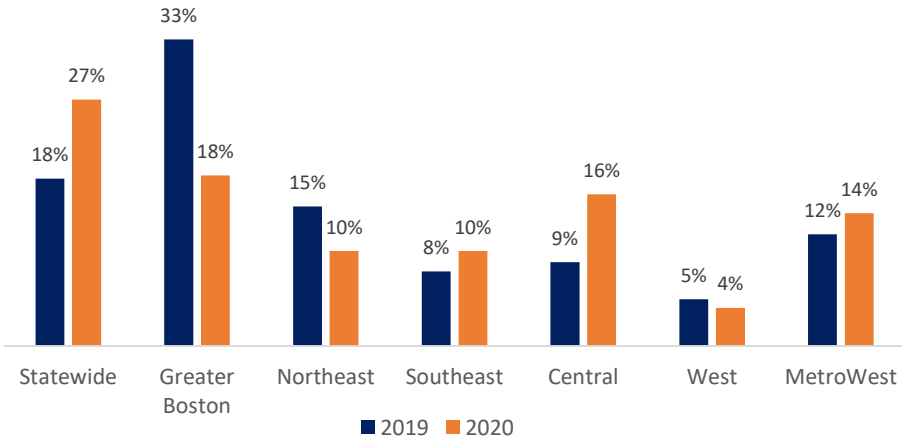
Lead Origins



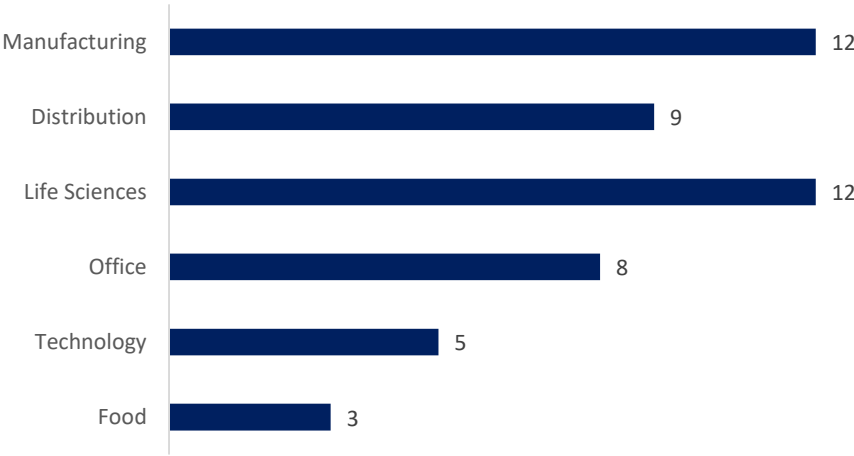
Lead Source



Search by Region, 2019 v. 2020



2020 Projects by Industry/Use



Sample Site Location Projects

Win: MassEcon and partners have successfully worked with Ultragenyx. MassEcon worked directly with the corporate real estate executives and provided expertise around site selection. Ultragenyx will build a 100,000 SF gene therapy manufacturing facility in Bedford at 170 Middlesex Turnpike. Ultragenyx will employ 100-150 people.

Win: Rangine Corp. based in Needham will be relocating to Westborough at 254 Turnpike Road. The company will occupy 37,000 SF of manufacturing space to build custom architectural shelving. The company will employ 50 people at full capacity.

Win: Tufts Health Plan/Harvard Pilgrim Health Care: MassEcon assisted WDG Consulting in New Jersey with the labor market analysis of the Canton area for the 300 customer service positions moving from Watertown to the Former Reebok campus in Canton

Win: MassEcon worked to introduce MA incentives and state partners to Colliers International's client Vibalogics GmbH which is investing \$150 million in 118,000 square feet. The German CDMO plans a viral manufacturing site in Boxborough at 1414 Massachusetts Ave. It is starting with 100 employees and hopes to reach 250 employees in the next four years.



- 16 new properties elevated to ReadyMass 100 portfolio
- July: Hosted ReadyMass 100 Showcase event for 30 participants – with recorded product available for marketing

ReadyMass is sponsored by:



Massleads & Business Intel Research

- Continued MassLeads meetings as part of Team Massachusetts with state economic development partners on a regular basis. Five meetings in 2020.
- Provided Business Intelligence Reports to all municipal and regional non-profit members in April/May and, in-process, to all such members currently for a new Nov/Dec report.

ReadyMass

Sponsored by  BioMed Realty
Discover here™

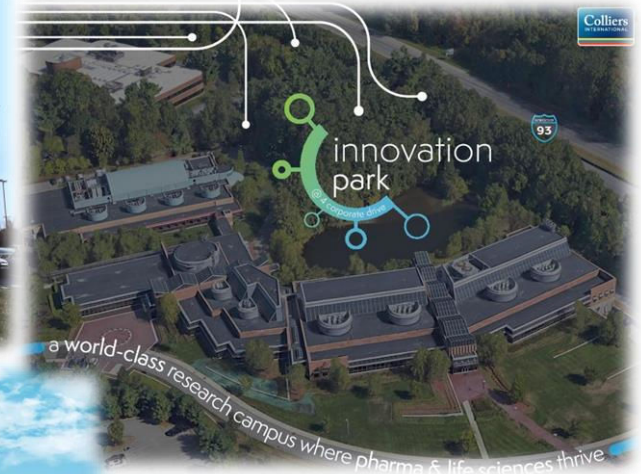
69 Properties

4 Properties absorbed at
1.1 million SF

ReadyMass Website:

✓ 624 New Users in 2020

✓ 1,537 page views



New Members in 2020



2020 Event and Program Sponsors

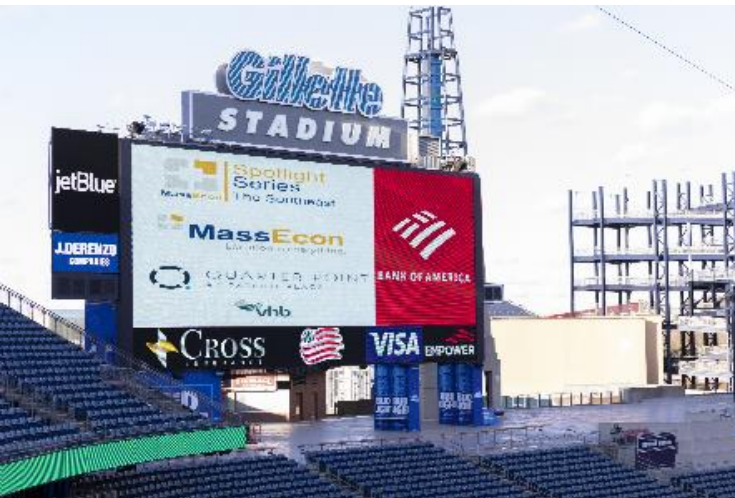
- 1Berkshire
- Alexandria Real Estate Equities
- Atlantic Management
- Avison Young
- BioMed Realty Trust
- Bowditch & Dewey LLP
- Business Development Strategies, Inc.
- CBRE
- Chase Bank
- Citizens Bank
- Cutler Associates
- Dacon
- Eastern Bank
- EDC of Western Massachusetts
- Eversource Energy
- Galaxy Life Sciences
- Hunneman
- Janitronics Building Services
- KLR Executive Search Group
- Langan
- Lee & Associates – Boston
- Marlborough EDC
- MassDevelopment
- Middlesex Savings Bank
- Nutter McClennen & Fish LLP
- Patriot Place
- Tighe & Bond
- VHB

Members Represented among Event Speakers

- Alexandria Real Estate Equities
- Avison Young
- BioMed Realty
- Bowditch & Dewey
- BSC Group
- Business Development Strategies, Inc.
- Cape Cod Chamber of Commerce
- CBRE
- Citizens Bank
- Colliers
- Conway Advisory
- EDC of Western Massachusetts
- Dacon
- Eastern Bank
- Eversource Energy
- Hunneman
- Interprint USA
- Janitronics Building Services
- KLR Executive Search Group
- Langan
- MassBio
- MassDevelopment
- Massport
- Middlesex3 Coalition
- Nutter McClennen & Fish LLP
- Patriot Place
- Perkins + Will
- SGA
- Tighe & Bond
- UMass
- VHB
- Wyman Street Advisors



Marketing Massachusetts



MassEcon Regional Spotlight & Reception Series:

The Southeast



Gillette Stadium, Foxboro
Thursday, February 27 – 4-7:00 PM

What do we tell the world about the advantages of southeast Mass as a business location?
Plus, a special presentation on Quarter Point at Patriot Place



Re-Opening Commercial Operations: Considerations for Property Owners and Business Tenants

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No Notes.

Slide 35 of 37

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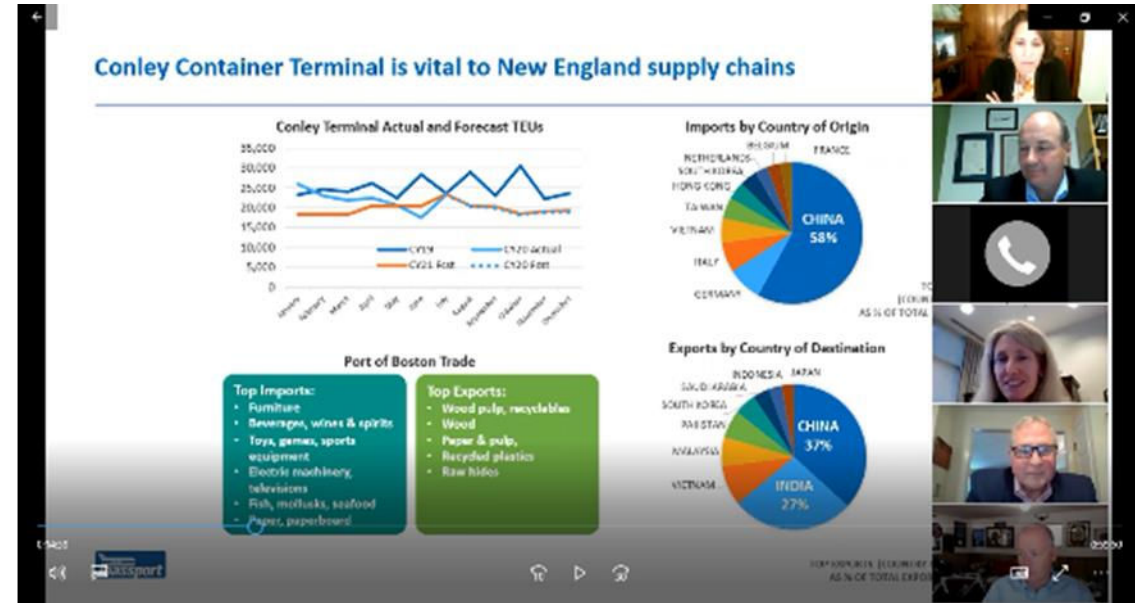
MassEcon
location is everything.

Re-Opening Commercial Operations: Considerations for Property Owners and Business Tenants as Massachusetts Restarts in a COVID-19 World

Emily Klein
Director of Workplace Strategy,
Associate Principal,
Boston Office,
Perkins and Will

Shawn W. Carroll
Director,
Property Management
CBRE

Paul Bauer
Partner,
Bosworth & Dewey, LLP



Life Sciences Interview, July 2020

MassEcon
Location is everything.

July 2020

What's happening with BioPharma in Massachusetts?

0:11 / 10:34

ReadyMass 100

Showcase - July 2020

The New Arrivals



MassEcon

Location is everything.

BUSINESS BRUNCH SERIES

Sponsors

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**LEE &
ASSOCIATES**
COMMERCIAL REAL ESTATE SERVICES
BOSTON

May 21 Financial Services

May 28 Economic Development Non-Profits & Higher Ed

June 4 Real Estate & Design

June 18 Law Firms

June 25 Construction & Utilities

Oct 15 Land Sites, We Need Lands Sites!

Dec 10 Return to Workplaces



MassEcon

Location is everything.

MassEcon – Virtual Events



July 28th

- Registrants: 38
- Attendees: 34
- Post-views: 57



August 20th

- Registrants: 49
- Attendees: 40



September 24th

Registrants: 64
Attendees: 61
Post-view: 30



MassEcon FORUMS

Re-Opening Commercial Operations: *Considerations for Property Owners and Business Tenants as Massachusetts Restarts in a COVID-19 World*



Emily Klein
Director of Workplace
Strategy, Associate
Principal, Boston Office,
Perkins and Will



Shawn W. Carroll
Director,
Property Management
CBRE



Paul Bauer
Partner,
Bowditch & Dewey, LLP

100 Registrants, ~75 Attendees

May 7th

Massachusetts Economic Growth in a Pandemic-impacted World

Our Panelists



Chris Steele,
Vice President –
Advisory,
Conway
Advisory



Sean O'Brien,
President and
CEO, BSC Group



Kristen Rose,
Partner, KLR
Executive Search
Group, LLC



Joe Flynn,
Director,
Wyman Street
Advisors



Bill Kane,
Executive Vice
President, Eastern
US and UK
Markets, BioMed
Realty



Moderated by

Dorrian Fragola, Vice President of Marketing and Business Development, Janitronics Building Services

75 Registrants, ~68 Attendees, 2 Sponsors

June 11th



Transportation & Pandemic: Where are we headed?

A MassEcon Forum



August 6th

- Registrants: 98
- Attendees: 81



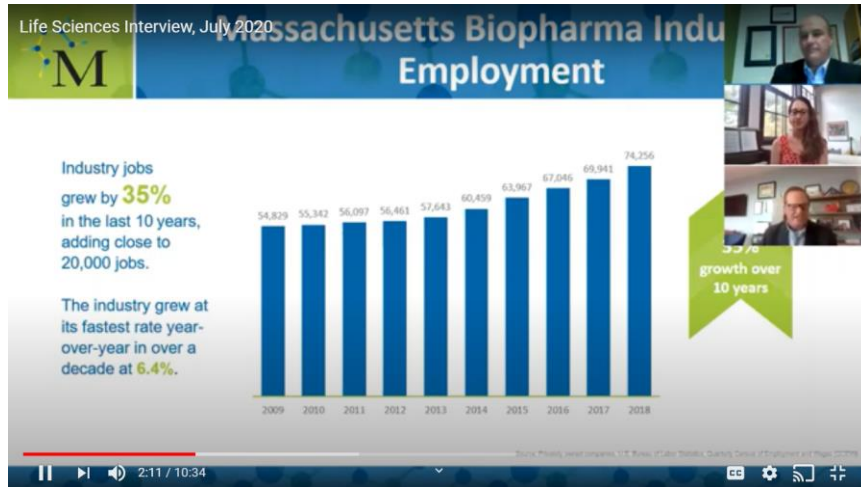
31 post-event views



December 8th

Attendees: 146
Post-views: 201

MA Life Sciences Spotlight – 79 Views



79 post-views



31 post-views



24 post-views



34 post-views

17th Annual Team Massachusetts Impact Awards



- 225 registered; 164 attendance height
- 169 post-event views



36 post-views



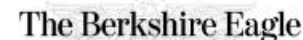
33 post-views

Communications

- Received 17 press mentions in 2020.
- **Social Media:**
- **Newsletters:** 2 each month (Developments for members and InBrief for ~5,000 readers)

Website: 92.4% of visitors were new in 2020 (13,283 in total)

- More than 37,000 page views in 2020
- More than 800 views of the online COVID-19 Resource Center
- Selected as **Non-Profit of the Year** by *Boston Real Estate Times* Award



Thank You

for you support in
2020!