

# 2020 MASSECON ANNUAL MEETING

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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.

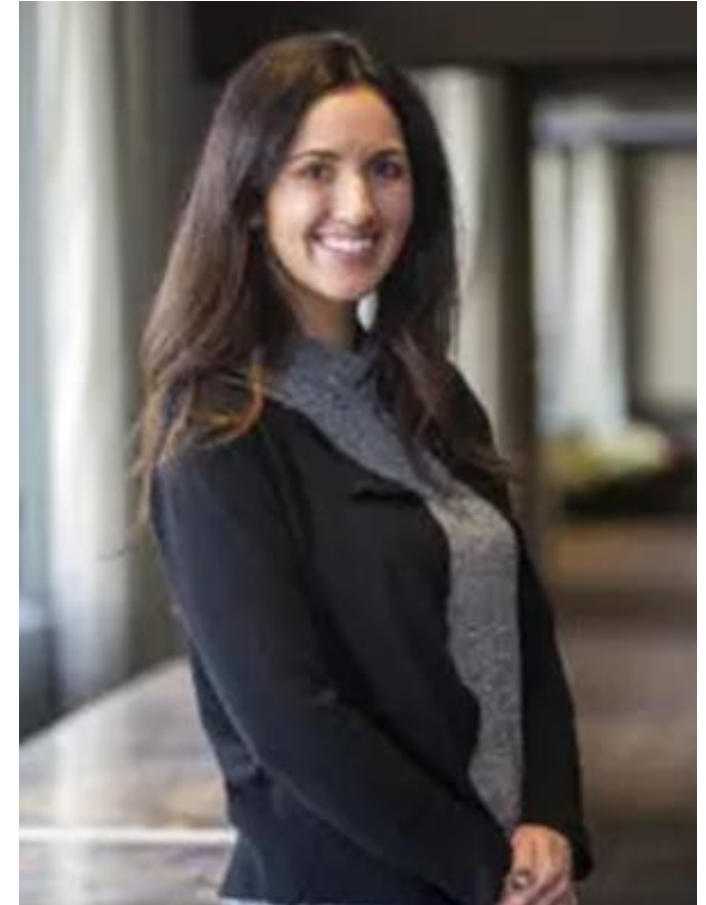
## Your Team



Annie O'Connell



Doug Kehlhem



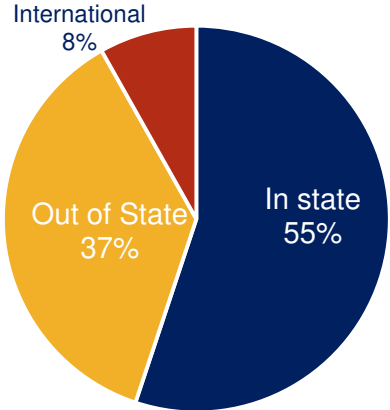
Teagan Gaeta

## 2020 Site Location *by the Numbers*

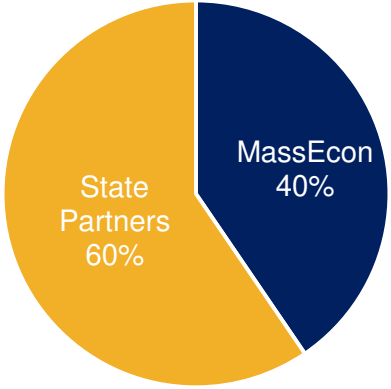
- 51 total projects
- ~6,400+ jobs
- 4.7+ million square feet sought
- 470+ acres of land

# Site Location Services

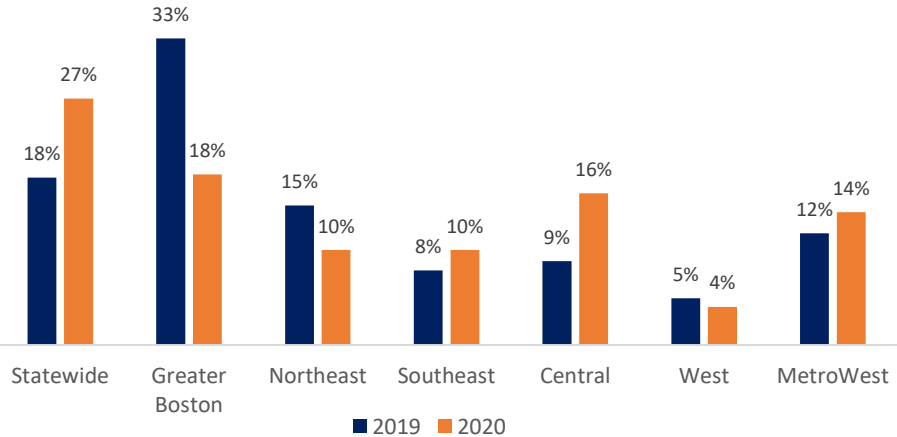
**Lead Origins**



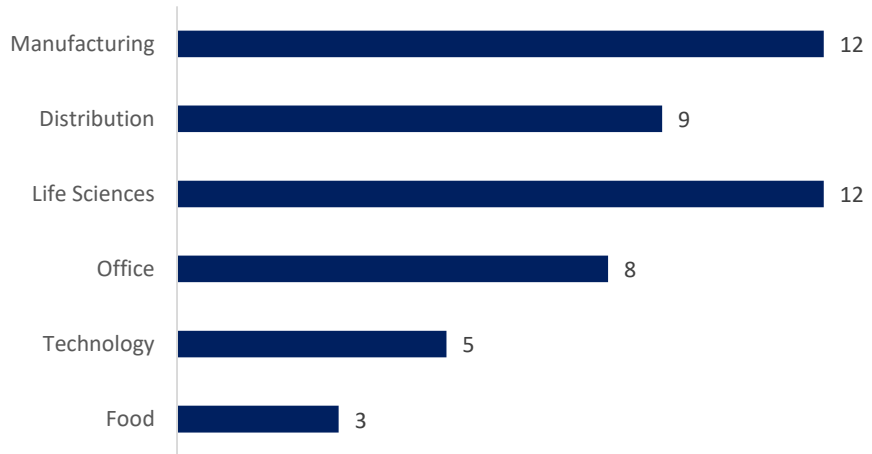
**Lead Source**



**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™

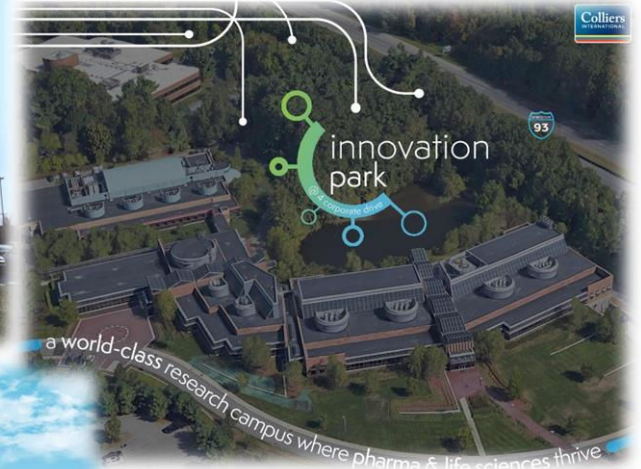
69 Properties

4 Properties absorbed at  
1.1 million SF

ReadyMass Website:

✓ 624 New Users in 2020

✓ 1,537 page views





# New Members in 2020



ALEXANDRIA.  
Building the Future of Life-Changing Innovation™



# 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



**MassEcon**

Welcome!  
to the  
Massachusetts Hospitality Reception

Hosted by MassEcon

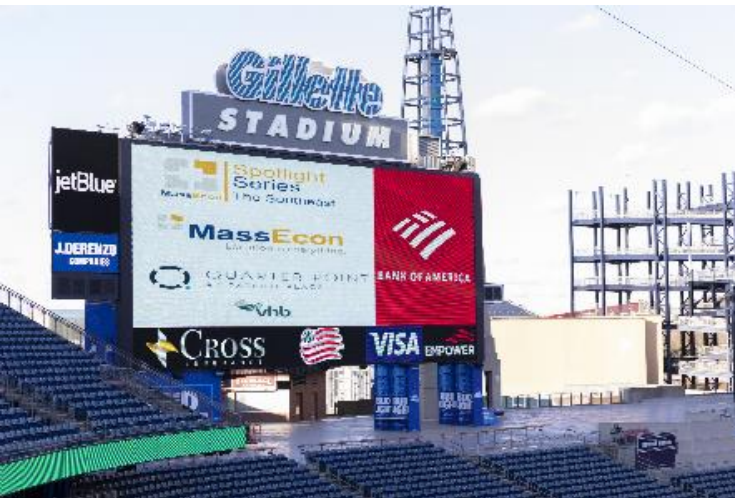
**MEDC** MARLBOROUGH  
ECONOMIC DEVELOPMENT CORPORATION

**Cutler**  
ASSOCIATES

*promoting* ECONOMIC GROWTH IN MASSACHUSETTS



# 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

1:16:02 11:47 AM

**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

Slide 35 of 37

1:13:05 / 1:32:35

Conley Container Terminal is vital to New England supply chains

**Conley Terminal Actual and Forecast TEUs**

Imports by Country of Origin

Country of Origin	Percentage
CHINA	58%
INDONESIA	10%
INDONESIA A	10%
INDONESIA B	10%
INDONESIA C	10%
INDONESIA D	10%
INDONESIA E	10%
INDONESIA F	10%
INDONESIA G	10%
INDONESIA H	10%
INDONESIA I	10%
INDONESIA J	10%
INDONESIA K	10%
INDONESIA L	10%
INDONESIA M	10%
INDONESIA N	10%
INDONESIA O	10%
INDONESIA P	10%
INDONESIA Q	10%
INDONESIA R	10%
INDONESIA S	10%
INDONESIA T	10%
INDONESIA U	10%
INDONESIA V	10%
INDONESIA W	10%
INDONESIA X	10%
INDONESIA Y	10%
INDONESIA Z	10%

Exports by Country of Destination

Country of Destination	Percentage
CHINA	37%
INDIA	27%
INDONESIA	10%
INDONESIA A	10%
INDONESIA B	10%
INDONESIA C	10%
INDONESIA D	10%
INDONESIA E	10%
INDONESIA F	10%
INDONESIA G	10%
INDONESIA H	10%
INDONESIA I	10%
INDONESIA J	10%
INDONESIA K	10%
INDONESIA L	10%
INDONESIA M	10%
INDONESIA N	10%
INDONESIA O	10%
INDONESIA P	10%
INDONESIA Q	10%
INDONESIA R	10%
INDONESIA S	10%
INDONESIA T	10%
INDONESIA U	10%
INDONESIA V	10%
INDONESIA W	10%
INDONESIA X	10%
INDONESIA Y	10%
INDONESIA Z	10%

Port of Boston Trade

**Top Imports:**

- Furniture
- Beverages, wines & spirits
- Toys, games, sports equipment
- Electric machinery, televisions
- Fish, mollusks, seafood
- Paper, paperboard

**Top Exports:**

- Wood pulp, recyclables
- Wood
- Paper & pulp
- Recycled plastic
- Raw hides

Life Sciences Interview, July 2020

Location is everything.

July 2020

What's happening with BioPharma in Massachusetts?

0:11 / 10:34

**Showcase - July 2020**

The New Arrivals



## BUSINESS BRUNCH SERIES

### *Sponsors*

- 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 – Virtual Events



July 28th

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



August 20th

- Registrants: 49
- Attendees: 40



ALEXANDRIA



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

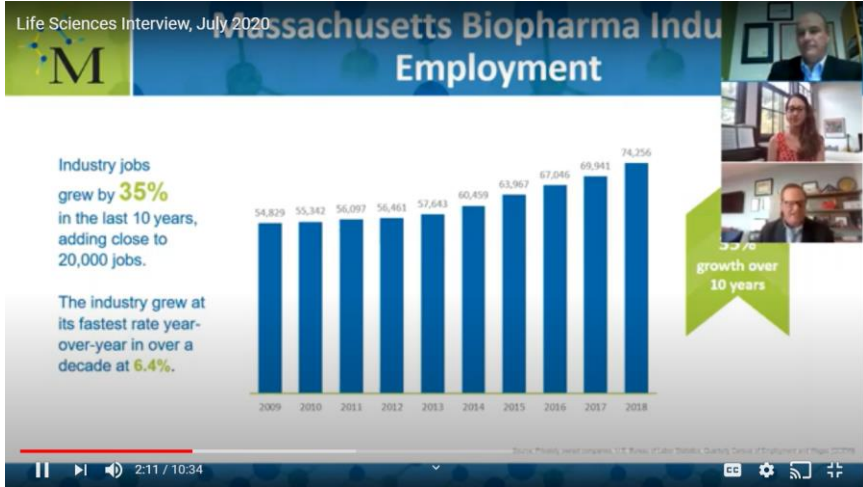


December 8th

Attendees: 146  
Post-views: 201



# MA Life Sciences Spotlight – 79 Views



79 post-views



24 post-views



31 post-views



34 post-views

# 17th Annual Team Massachusetts Impact Awards



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



36 post-views



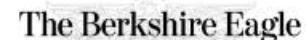
33 post-views

# 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!