





MassEcon.com

Site selection

THE RELATIONSHIP

its relationship with

biologics company

MassEcon MassBio

Relocation

MassEcon to research

locations for a significant

TEAM MASSACHUSETTS

Transwestern | RBJ

Coldwell Banker

October, 2013 Deloitte

Consulting Chicago taps

How we helped Baxter Healthcare locate its Global Biologics Innovation and R&D Center

MASSECON BRINGS IN MASSBIO

- Deloitte team visits Massachusetts.
 MassBio facilitates overview of the industry, windshield tour, and meetings with industry representatives
- MassEcon assigns code name of Project Tiger to protect confidentiality

MASSECON MEMBERS PROVIDE SERVICES AND COORDINATE TOUR:

- Deloitte and Baxter team visit and tour available buildings in Cambridge and Boston with Transwestern | RBJ and meet with Coldwell Banker Relocation
- BBJ reports on Project Tiger. Project team agree to change name to Project Schooner to protect confidentiality.
- MassEcon/MassBio provide RFP Response with input from state agencies on programs and incentives.

THINGS HEAT UP!

- Deloitte and Baxter team visit to interview representatives of three finalist properties in Kendall Square, as well as representatives of various state agencies on incentives.
- MassEcon/MassBio agree to MOUs with Project Schooner
- Project Schooner receives support letter from Massachusetts Life Sciences Center and the Executive Office of Housing and Economic Development
- Lease negotiations begin on 650 East Kendall between Baxter and BioMed Realty, with Transwestern | RBJ representing Baxter.

TEAM MASSACHUSETTS

- BioMed Realty
- EOHED
- MLSC
- MOBD
- MA Lodging Association
- GBCVB
- and others....

THE RESULT

September, 2014 Baxter
Healthcare announces its plan to
locate a 200,000 SF Global
Biologics Innovation and
Research and Development
center with 400 employees at
650 E. Kendall in Cambridge.







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