



## Thank You for Supporting MassEcon 2019 Events

Thank you again to all member organizations that supported us in 2019. Without your sponsorship of our events or membership, we would not be able to pursue the shared goals we have as partners. Review the 2019 event sponsor highlights [here](#), and stay tuned for our 2019 Annual Report and 2020 Sponsorship Opportunities coming later this month!



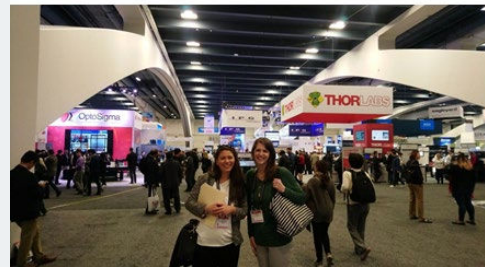
## Make the Most of MassEcon's New Website

We want MassEcon's new website to be a benefit as part of your membership. Join Teagan Gaeta for a tutorial on how to best utilize the website to connect with other members, share your company news, and more. The webinar tutorial will be held on March 4 at 11 a.m. RSVP to Teagan at [tgaeta@massecon.com](mailto:tgaeta@massecon.com) or 617-924-4600, ext. 114. If you'd like to schedule a private consultation at another time, feel free to reach out to Teagan.



## MassEcon on the Road: San Francisco

Pictured to the right are MassEcon's Doug Kehlhem, Cutler Associates' Tiffany Gallo, and Marlborough EDC's Meredith Harris at Opening Day of the SPIE Photonics West Conference in San Francisco promoting Massachusetts as a place to do business. Approximately 30 guests from Ernst & Young, Transwestern, WPI, real estate companies, and photonics companies, joined us at a reception at Hakkasan Restaurant following the conference earlier this month.



## 2020 Economic Outlook

Seventy five business leaders and public officials gathered at the end of January for the 2020 Economic Outlook event, where experts agreed that there is no foreseeable downturn in the economy, despite concerns over a tightened labor market, traffic congestion in the greater Boston area, and the potential impacts of climate change in development intensive areas. View Dr. Goodman's presentation [here](#), and read the event press release [here](#).



## Join a MassEcon Committee

There are exciting ways to get more involved in MassEcon . . . join a Committee. Whether you're interested in or have expertise in Membership, Marketing & Programming, Location Intelligence, Government Relations, or Next Gen leadership, we have a spot for you. Learn more [here](#). Stay tuned for information on a new committee this year focused on Diversity & Inclusion.

**MassEcon<sup>®</sup>**  
**Committees**

**Membership, Marketing & Programming**  
**Location Intelligence**  
**Government Relations**  
**NextGen**

# 2020 CALENDAR HIGHLIGHTS

## Regional Spotlight: The Southeast

February 27, 2020: 4 - 7 p.m.  
Gillette Stadium - 2 Patriot Place, Foxborough

What are the competitive advantages of southeast Massachusetts as a business location?

As MassEcon focuses on marketing Massachusetts beyond its borders, we invite you to this *Spotlight Series* discussion and networking reception at Gillette Stadium. This free event is open to area business representatives and economic developers. Join us for:

- High-level snapshot of industry trends in the area
- Roundtable: Why SE Massachusetts works as a business location, featuring:
  1. Chris Benevides, Senior Operations Director, Waters Corporation
  2. Scott Hutchens, Vice President, Raw Seafoods Inc.
  3. Lynn Tokarczyk, CEO, Business Development Strategies
  4. Jay Pateakos, Vice President for Business Development, MassDevelopment
  5. Chris Adams, Chief of Staff, Cape Cod Chamber of Commerce
- Quarter Point at Patriot Place: An overview of an exciting new development in the SE, presented by Ted Fire, Vice President, Construction and Development, The Kraft Group
- Networking Reception

Thank you to **Host sponsor Quarter Point at Patriot Place** and **Partner sponsor VHB**.

Register for the event [here](#).

## 2020 Corporate Welcome Reception

If you know companies that are new to Massachusetts, we encourage you to nominate them for the Annual Corporate Welcome Reception taking place on April 2 at Sanofi's 50 Binney Street location in Cambridge with Featured Speaker Governor Charlie Baker.

Click [here](#) to nominate a company by February 28.

RSVP to Teagan Gaeta: [tgaeta@massecon.com](mailto:tgaeta@massecon.com).  
Thank you to Host sponsor **Sanofi**.

Interested in co-sponsoring the event? Contact Pete Abair: [pabair@massecon.com](mailto:pabair@massecon.com).



#### #2974:

MassEcon and partners are working with a Boston-based dry food processing company that is expanding and needs 40,000-60,000 SF of industrial space in Boston or very close to Boston with access to public transportation. The company currently has 80 employees and is growing.

#### #2973:

MassEcon and partners are working with a food distribution company based in western Massachusetts. The company would like to open another facility closer to the Boston and Providence markets and need 10-15 acres to build a 65,000 SF cold storage facility. Central MA and 495 belt are being considered. The company would add 20 employees with the new facility.

#### #2972:

MassEcon and partners have been assisting an in-state life sciences company considering a few communities for a new bio-manufacturing facility to open in three years. The facility will be 100,000 SF and employ 150 people.



The **South Shore Chamber of Commerce** named Renee McInnes, CEO of NVNA and Hospice in Norwell, Chair of the Chamber's board of directors. Read more [here](#).

On March 5, join MassBioEd for its event "Transitioning To Leader, For New Managers" to gain a clear understanding of the essential skills and strategies to help reach your goals as a leader/manager. Read more [here](#).  
Join **MassBio** on March 25-26 for this year's State of Possible Conference where more than 600 industry leaders will be debating the most pressing challenges facing life sciences. Read more [here](#).

The **North Central Massachusetts Chamber of Commerce** released [The Regional Economic Profile](#) which provides an in-depth look at the 27 communities that comprise the region.

The **Westborough EDC** honored nine Westborough businesses and Westborough TV at the 2019 Year in Review and Sixth Annual Celebratory Event. Keynote speaker Lt. Gov. Karyn Polito praised Westborough, noting that it was a strong business community. Read more [here](#).

**Avison Young** acquired Washington, D.C.-based provider of property management services, BMS Realty Services. Read more [here](#).



On February 26, join **NAIOP** at the new Sam Adams Tap Room to expand your network and develop business relationships. Read more [here](#). NAIOP is holding another event, "NAIOP @ Noon: Housing - Breaking Down the Paper Wall" on March 5 where the conversation will focus on how Massachusetts can advance housing production, decrease traffic, and improve the environment. Read more [here](#). In April, NAIOP is hosting a Real Estate Development Fundamentals two-part course that will utilize lectures, videos, case studies, analyze actual sites for sale and present preliminary development ideas. Read more [here](#).

Rachel Robinson joined **MassMEDIC** as Vice President to work alongside Brian Johnson to improve the organization's strategy, as well as membership and programming. Read more [here](#).

The first-ever multi-school collaboration in **Marlborough** will promote STEM learning to elementary school students in 4th grade across the city. Read more [here](#).

The latest edition of *MassBenchmarks* is now available from the **UMass** Donahue Institute which discusses higher education, the regional economic geography of MA, economic currents, and more. Read more [here](#).

At the end of last year, **Dacon Corporation** designed and built a geodome in response to a request from Make-A-Wish for Edward, an 11-year-old in Dover, who wished for something to be designed benefiting children's imagination to Chickering Elementary. The final concept was a 15 x 8 foot internal, accessible geodome housing virtual reality equipment so the children could create art, read books, play games and listen to music. Earlier this month, Dacon received the Mortarr Award for Community Service for Edward's Geodome Project. Sadly, Edward passed away a few days before Christmas so Dacon is giving the award to his well deserving family.

**EDC of Western Massachusetts** President & CEO Rick Sullivan highlighted a recent **UMass** publication noting one of the biggest strengths of Western Massachusetts: being home to some of the best colleges and universities. Each UMass campus has an economic impact on its host region. Read more [here](#).

**CBRE** ranked #1 on the *Boston Business Journal* list of largest commercial real estate leasing firms, having leased 19.2 million square feet in 2019. Read more [here](#).

The Global School at **WPI** is set to launch, focused on global partnerships and real-world problem solving. Read more [here](#).

Please send Member News to [Annie](#)

**UMass Dartmouth** received its largest research grant in its history, \$4.5 million from the Navy, which will go toward research projects with the Naval Undersea Warfare Center and institutions of higher education. Read more [here](#). After a unanimous vote, the UMass board selected Marcelo Suárez-Orozco as the next permanent chancellor of UMass Boston. Read more [here](#).

On February 26, **Eversource Energy** will webcast a conference call with financial analysts and senior management to review 2019 results and the outlook for 2020 and future years. Read more [here](#).

Gable Clarke of **SGA** is a thought leader on the design of generational space. Clarke sat down with the *Boston Real Estate Times* to discuss multi-generational workplaces and why they are so important to today's labor force. Read more [here](#).

**Citizens Bank** is set to acquire Trinity Capital Investment Banking, an investment banking firm targeting middle-market companies, specializing in franchisees of national restaurant brands. The cash deal is expected to close in late March. Read more [here](#).

Jason Palitsch is the new Executive Director at the **495/MetroWest Partnership**. Read more [here](#).

Please send Member News to [Annie](#)

## Staff In Action

**Peter Abair** moderated the panel discussions at the highly successful Economic outlook meeting in January and has been working on assembling a roundtable discussion for the upcoming Southeast Spotlight event at Gillette Stadium. Pete also facilitated the first 2020 meeting of MassEcon's Board of Directors.

**Annie O'Connell** helped to execute the Economic Outlook, worked on the 2019 Annual Report, and is preparing for the February Regional Spotlight Series. She is also evaluating companies for the Corporate Welcome Reception and working with WorldBoston to execute a first-of-its-kind event this summer focusing on bringing international talent to the Massachusetts economy

**Doug Kehlhem** will be attending the Site Selectors Guild Annual Conference next month in Atlanta. He will have the opportunity to network with site location consultants based throughout the U.S., but all convening in Atlanta to meet with economic developers from each state.

**Teagan Gaeta** has assisted with calendar preparation for 2020 and is looking forward to the upcoming February Regional Spotlight Series. She has continued to develop the online member portal and created a nationwide list of site selectors for outreach and collaboration within the new platform NeonCRM.



# 2020 CALENDAR HIGHLIGHTS

**FEB 27**

MassEcon Regional Spotlight: The Southeast  
4 - 7 p.m.  
Gillette Stadium - 2 Patriot Place, Foxborough

**APR 2**

Corporate Welcome Reception  
Sanofi - 50 Binney Street, Cambridge

**MAY 15**

Members Meeting  
200 Friberg Parkway - Westborough

**JUNE 5**

Annual Conference  
Newton Marriott Hotel - 2345 Commonwealth  
Avenue, Newton

**JUNE 18**

Event with WorldBoston on the J-1 Visa Process

**JULY 22**

Summer Reception  
WPI Seaport - 303 Congress Street, Boston

**AUG**

MassEcon Regional Spotlight: West  
Tighe & Bond - 53 Southampton Road, Westfield

**SEP 23**

Finalists Reception  
Nutter McClennen & Fish, LLP - 155 Seaport  
Boulevard, Boston

**NOV 24**

Economic Impact Awards Luncheon -  
Renaissance Boston Waterfront Hotel - 606  
Congress Street, Boston

**DEC 15**

Annual Meeting & Holiday Reception Nutter  
McClennen & Fish, LLP - 155 Seaport Boulevard,  
Boston

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