



MassEcon[®]

celebrating

25
Years

ANNUAL
2018
REVIEW



Susan Houston
Founding Executive Director

Dear Friends,

It is a pleasure to report to you on the efforts and accomplishments of MassEcon for 2018, our 25th anniversary year.

As we reflect on our formation in 1993, we acknowledge the foresight of our founding members in recognizing the unique role a public-private partnership can play in promoting Massachusetts as a place to do business. MassEcon has grown from a consortium of utility companies to become an alliance of multiple industry sectors, chamber and industry associations, the public sector, and regional and local economic development organizations – all joined by the vision of the original founders.

This vision is grounded in the belief that an economic development culture must be institutionalized. In this spirit, MassEcon is proud to have worked with six gubernatorial administrations and to have delivered services over a period marked by both extraordinary growth and sobering recession. The payoff of increased jobs and investment in the state can only result from a steady, focused effort, and we are grateful to our members for supporting MassEcon over time. Over the twenty-five year period, MassEcon's work, in concert with state and local partners, has resulted in bringing over 275 companies and 30,000 jobs to the Commonwealth.

During 2018, 50 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; the business community; state, regional, and local economic development professionals; and our dedicated corps of members. MassEcon brings a consistent, non-partisan voice to the enterprise, and we are proud to bring value to the team.

Looking ahead, MassEcon will continue to invest in initiatives that are essential for the long term. Celebrating the achievements of Massachusetts businesses, providing expert location support to expanding companies, taking the Massachusetts story on the road, and showcasing all regions of the state are foundational elements of MassEcon's work.

As we enter 2019, MassEcon passes the torch from its first Executive Director, Susan Houston, to new leadership under Peter Abair. We look forward to MassEcon's next exciting chapter and thank our members, staff, and partners for making our work possible.



Stephen Flavin
Chairman



Peter Abair
Executive Director

Susan Houston
Founding Executive Director

Stephen Flavin
Chairman

Peter Abair
Executive Director

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

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; hosts an annual reception for companies new to Massachusetts; 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

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 50 companies considering Massachusetts as an expansion location; these companies represented a total of 5,500 jobs and came from within Massachusetts, out of state, and abroad. A unique element of MassEcon's services is rallying its members under the Team Massachusetts umbrella to provide labor force data, market overviews, community information, sector knowledge, and more – all on behalf of growing jobs in Massachusetts.

OVER 25 YEARS
MassEcon has helped

275

COMPANIES
locate or expand in MA

adding over

30,000

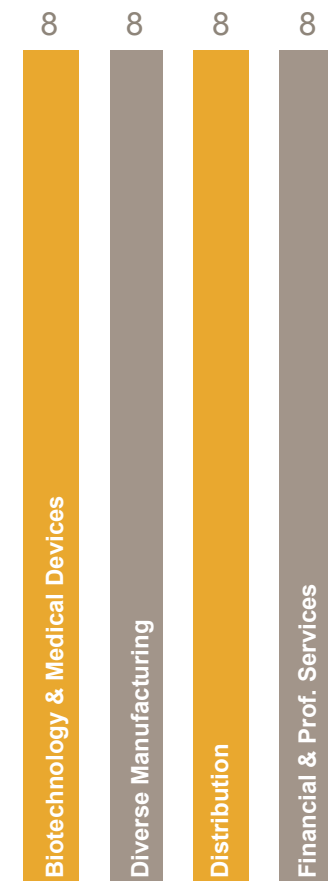
JOBS

representing

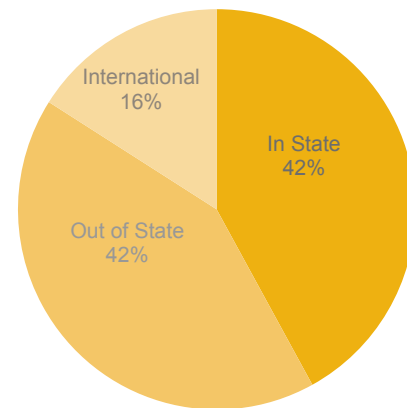
25M

SQUARE FEET

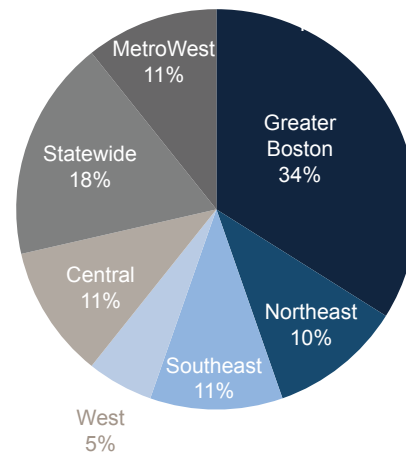
Meet the companies



Where they come from



Where they want to locate



Choosing
Massachusetts in
2018

Akcea Therapeutics Boston
enVerid Westwood
Freudenberg Medical Beverly
Wayfair Pittsfield

Our services have enabled these companies to expand and invest in Massachusetts

Abiomed Danvers | Addgene Cambridge | Aerovox Inc New Bedford | Akcea Therapeutics Boston | Amazon Fall River and Stoughton | American Superconductor Corporation Devens | Aquaback Technologies Tewksbury | Astellas Westborough | Autopart International Norton | Bachman Electronic Corporation Charlestown | Backupify Cambridge | Baxter Cambridge | Baystate Chowda Co. Lowell | BC Ames Framingham | Biogen Cambridge | Biomedical Polymers Gardner | Bionostics Devens | Bluefield Research Boston | Bristol-Myers Squibb Devens | C&S Wholesale Grocers Ayer | Cbeyond Burlington | Checkerboard Limited West Boylston | CIL Inc. Lawrence | Cleveland Motion Controls (Endine Inc.) Billerica | CNR Changchun Railway Vehicles Springfield | Comcast Plymouth | Dassault Systemes Waltham | Device Technologies Southborough | Diamond Water Systems Inc. Holyoke | DMI Bedford | Eisai Industries Andover | Electronics Recyclers International Holliston | EMC Corp. Franklin | enVerid Westwood | ERD Metals Avon | ESP Solutions Taunton | FIBA Technologies Littleton | Freudenberg Medical Beverly | GE Headquarters Boston | GE Healthcare Marlborough | Gem Group Lawrence | Hans Kissle Inc Haverhill | Heat Trace Products Leominster | IDE Randolph | Insulet Acton | IntegraGen Cambridge | IPG Photonics Corp. Oxford | Jordan's Furniture Taunton | Keltron Corporation Waltham | KLT Industries Webster | Kraft Foods Haverhill | Lego Education Boston | Lifeline Inc. Framingham | Mack Technologies Westford | Macrogen Cambridge | Magellan Areospace Haverhill | Majilite Corporation Dracut | Markham Metals Wilmington | Merck Boston | Natco Corporation New Bedford | Netwatch Watertown | Novartis Cambridge | Nuvera Billerica | Oracle Corp. Burlington | Organogenesis Canton | Organon Cambridge | Paratek Boston | Parcel Direct (Quad Graphics Inc.) Northborough | Parlee Cycles Beverly | Performance Food Group Springfield | Phoenix Communications Shrewsbury | Pixily (Now OfficeDrop) Cambridge | Plastipak East Longmeadow | Precise Technology Holden | Pressure BioSciences South Easton | Progenika Biopharma Boston | Radisens Diagnostics Boston | Richline Group Attleboro | Ryerson Tull Devens | Sabian Cymbals Marshfield | Samsonite Mansfield | Sanofi-Aventis Cambridge | Schwarzkopf Technologies Franklin | Senior Whole Health Cambridge | Setra Systems Boxborough | Sherwood Brands New Bedford | Silver Line Building Products Corp. Fall River | Sirius Analytical Beverly | Sleepy's Franklin | Softub Inc. New Bedford | Solar Flair Ashland | Solectria Woburn | Solectron Corporation Westborough | Spherics Mansfield | Straumann Andover | Sun Microsystems Burlington | Team Plastics Leominster | Temproton Corporation Sharon | Terrafugia Inc. Woburn | Tiax Rowley | Tissue Science Laboratories Andover | Titleist & Footjoy New Bedford | TranXenoGen Shrewsbury | Triton Technologies Mansfield | Universal Technical Institute Norwood | V&S Galvanizing Taunton | Vianix Fall River | W.G. Fry Corp. West Springfield | Wayfair Pittsfield | Weyerhaeuser Company Freetown | WRH Industries Fall River | Yankee Candle South Hadley

Note: These companies were selected to demonstrate the breadth of companies served and are a subset of the full population.

“OUR GLOBAL SITE LOCATION PRACTICE REQUIRES BRINGING THE BEST RESOURCES TO OUR CLIENTS. WHEN WE’RE WORKING IN MASSACHUSETTS, WE GO RIGHT TO MASSECON, THE GROUP THAT HAS THE ABILITY TO GIVE US PRECISELY WHAT WE NEED. THEY’RE A TREMENDOUS ASSET TO THE STATE.”

KATIE S. BURDORF, PRINCIPAL, WDG CONSULTING

“MASSECON IS A GREAT BUSINESS DEVELOPMENT PARTNER TO THE MASSACHUSETTS LIFE SCIENCES CENTER. THEIR LOCATION INTELLIGENCE AND DIVERSE MEMBERSHIP BASE HAVE BEEN INVALUABLE AS WE WORK TO EXTEND THE MASSACHUSETTS LIFE SCIENCES SYSTEM BEYOND CAMBRIDGE AND BOSTON.”

TRAVIS MCCREADY, PRESIDENT AND CEO MASSACHUSETTS LIFE SCIENCES CENTER

MassEcon on the Road

HELPING THE COMMONWEALTH GROW its rich economic base, each year MassEcon hosts out-of-state events that introduce the assets of Massachusetts to 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. During 2018, MassEcon hosted hospitality receptions in **New York, San Francisco, Denver, and Washington D.C.**



Panelists Daniela Rus, Corey Thomas, and David Lucchino with Featured Speaker Nav Singh and Moderator Shirley Leung

Conference Panelists

Moderator
Shirley Leung
Columnist and Associate Editor at *The Boston Globe*

Featured Speaker
Nav Singh
Managing Partner, McKinsey & Company

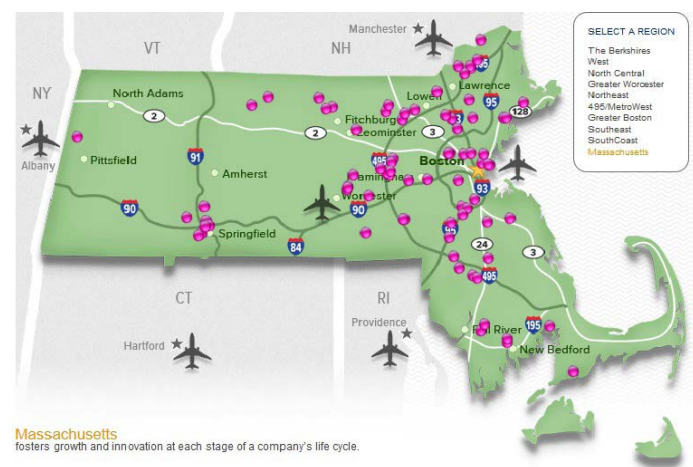
Panelists
David Lucchino
Co-Founder, President and Chief Executive Officer, Frequency Therapeutics

Daniela Rus
Professor and Director of Computer Science and Artificial Intelligence (CSAIL), MIT

Corey Thomas
Chief Executive Officer, Rapid7

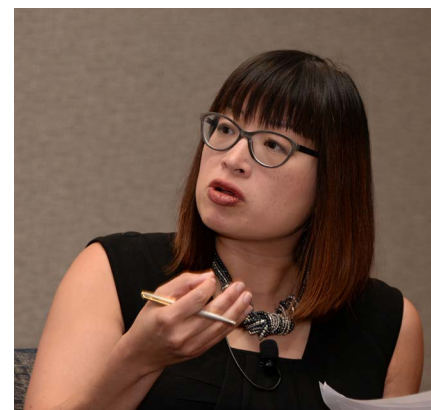
Lead Sponsor
TD Bank

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. The properties are presented within the context of data about demographics, workforce, education, and industry sectors — factors all critical to the location decision. Representing diverse property types, and selected by a committee of real estate experts twice yearly, the ReadyMass portfolio sends 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, earned media, and through a series of receptions with national site selection advisors.



MassEcon's Annual Conference

MassEcon's Annual Conference, *The World of the Future: Key Drivers of Change*, was held for more than 115 attendees on June 1 at the Newton Marriott Hotel. The conference, sponsored by TD Bank, provided insights on economic growth and the ways in which technology and automation are changing the workplace. Entrepreneurs and leaders in business and academia engaged in a lively discussion on topics including artificial intelligence, the role of the private sector in educating the next generation, and political and social trends that affect business.



Shirley Leung, Columnist and Associate Editor of the Boston Globe, Moderating the 2018 MassEcon Annual Conference Panel's Discussion



(from left) MassEcon Annual Conference Panelist **Corey Thomas**, CEO of Rapid7, Discussing the Future of Work

McKinsey & Company Managing Partner **Nav Singh** Delivering 2018 MassEcon Annual Conference Feature Presentation

Panelist **David Lucchino**, Co-founder, President, and CEO of Frequency Therapeutics, Speaking to Fellow Panelists and Audience at the 2018 MassEcon Annual Conference

“MASSECON IS AN OUTSTANDING PARTNER OF THE ECONOMIC DEVELOPMENT COUNCIL OF WESTERN MASSACHUSETTS. THROUGH THEIR MARKETING EFFORTS AND RELATIONSHIPS WITH LOCATION DECISION-MAKERS, WE HAVE MANY OPPORTUNITIES TO SUCCESSFULLY MARKET THE ASSETS OF WESTERN MASSACHUSETTS TO THE GLOBAL MARKETPLACE.

**RICK SULLIVAN, PRESIDENT AND CEO,
ECONOMIC DEVELOPMENT COUNCIL OF WESTERN
MASSACHUSETTS**





MassEcon Chairman Stephen Flavin of WPI with Greater Boston Region Gold Winner Wayfair's CEO and Co-founder Niraj Shah and MassEcon Executive Director Susan Houston



Master of Ceremonies Lisa Hughes, WBZ Anchor

Presenting Sponsor **Citizens Bank**

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 stories before their peers, and it culminates with an awards luncheon on the Tuesday before Thanksgiving. On November 20, before nearly 400 guests, MassEcon presented the **Fifteenth Annual Team Massachusetts Economic Impact Awards** to 15 companies that invested in the Commonwealth through job creation, facility expansion, and community involvement.

ECONOMIC IMPACT AWARD WINNERS

2018

CENTRAL

Gold Table Talk Pies
Silver Imperial Distributors
Bronze Little Leaf Farms

GREATER BOSTON

Gold Wayfair
Silver CloudHealth Technologies
Bronze America's Test Kitchen

NORTHEAST

Gold MilliporeSigma
Silver Krohne
Bronze Endeavor Robotics

SOUTHEAST

Gold Moderna
Silver Design Communications, Ltd.
Bronze Cox Engineering

WEST

Gold MGM Springfield
Silver CRRC MA
Bronze Decker Machine Works

PRESENTING SPONSOR **CITIZENS BANK** GOLD SPONSORS **WPI** **CBRE**

Annual Corporate Welcome Reception

Each year, MassEcon welcomes companies new to Massachusetts at its Annual 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.

Companies: Alexion | ASICS | Avianca Airlines | CELLINK | Cilcare | Fresenius Kabi Compounding
Histo-Scientific Research Laboratories | iboss | IndusPAD | LEVEL | LexaGene | The Muck Boot Company
Mustang Bio | Pain Qx | Smartsheet | StemTek Therapeutics | Tufin



Representatives from 17 Companies New to Massachusetts Gather with Governor Baker at the 10th Annual MassEcon Corporate Welcome Reception

Thank you to host Sanofi and sponsor Kronos



Governor Baker Recognizes 17 Companies New to Massachusetts at the 2018 MassEcon Corporate Welcome Reception



Debbi Ford, Head of Communications at Alexion (honoree company), and Vanessa Procter, Executive Director at Alexion

Highlights 2018

January 19

Members Meeting
Dr. Alan Clayton-Matthews
Northeastern University

March 16

Members Meeting
David Gibbons
Executive Director, Massachusetts Convention Center Authority

March 27

Corporate Welcome Reception
Sanofi

April 19

Reception for Site Selectors
Washington, D.C.

April 24

MassEcon Mixer
WPI Seaport

May 11

Members Meeting
Lauren Liss
President and CEO, MassDevelopment

May 16

Reception for Site Selectors
San Francisco

June 1

Annual Conference
World of the Future: Key Drivers of Change
Newton Marriott Hotel

June 13

Hospitality Reception for Site Selectors
New York City

July 11

Summer Reception Celebrating 25th MassEcon Anniversary

September 12

Economic Impact Awards Finalists Reception
Nutter McClennen & Fish LLP

September 28

Members Meeting
Ryan Blackmon
VP of Advanced Technologies, Union Point

November 20

Economic Impact Awards Luncheon
Boston Renaissance Waterfront Hotel

December 12

Annual Holiday Lunch
Dr. Charles Steinberg, PawSox President
UMass Club

Highlights: celebrating 25 years helping Massachusetts grow



Visit masecon.com for 25th Year video



MA Alliance for Economic Development founded as state's first private, non-profit partnership to promote MA as a place to do business

'93

Launches Site Finder Service



Publishes First MA Industrial & Research Park Directory with NAIOP

'94

Launches Research & Information Service



Revives Massachusetts Ambassadors Program

'97

Launches *In Brief*, e-newsletter showcasing growth in MA



Convenes First Statewide Regions and Industry Clusters Forum

'98

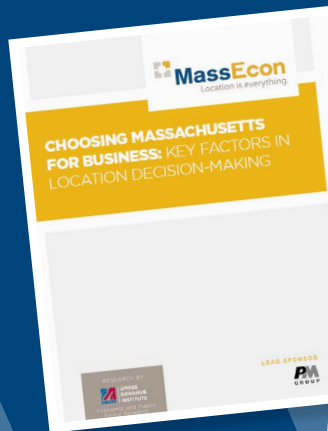
With MassDevelopment, jumpstarts Massachusetts It's All Here marketing campaign



Hosts First Annual Team MA Economic Impact Awards

'99

Officially rebrands as MASSECON



Hosts First Annual Corporate Welcome Reception

'01

Hosts MA Showcase for National Corporate Location Advisors



Appointed to Massachusetts Marketing Partnership Board

'03

Launches the READYMASS 100 Program



Appointed to Governor's Economic Development Planning Council

'04

Publishes *Choosing Massachusetts for Business* with UMass Donahue Institute



Celebrates 25th Anniversary on July 11

'08

'09

'10

'11

'13

'15

'17

'18

MassEcon thanks those who have served as Chairs over its 25 years

Don Walsh | Paula Bishop | Eric Cody | Lawrence Reilly | Nancy Sala | Kevin Quinn | Michael DiGiano | Robert Brustlin | Jerry Sargent | Fred Mulligan | Brian Cohen | Stephen Flavin

PHOTOS, TOP FROM LEFT: Honorees at First Corporate Welcome Reception, 2009; Wyk Grousbeck and Gov. Patrick, 2010 Economic Impact Awards; Susan Houston with Pete Abair and Directors Stephen Flavin and Geoff Howell at 2018 Annual Meeting; WPI President Laurie Leshin, 2014 Holiday Lunch; Susan Windham-Bannister of MA Life Sciences Center, panelist 2011 Annual Conference; MassEcon Interns over the years; Mike Carragher of VHB with 2017 MassEcon Chairman Brian Cohen and Secretary Pollack at Holiday Lunch; Boston Chief of Economic Development John Barros, 2014 Summer Reception; Lauren Liss of MassDevelopment, MC Lisa Hughes, Gov. Baker, and Jerry Sargent of Citizens Bank, 2017 Economic Impact Awards; Secretary Bialecki moderating 2014 Annual Conference

BOTTOM FROM LEFT: Mike Scott, Susan Houston, and Marty Jones at 25th Anniversary Celebration; Assistant Secretary Mike Kennealy, 2017 Finalists Reception; Kerry Harrison and Rick Musiol of Citizens Bank with Featured Speaker MA Senate President Karen Spilka, 2018 Economic Impact Awards VIP Reception; Mayor-elect Yvonne Spicer of Framingham with staff, 2017 Economic Impact Awards Luncheon; Choosing Massachusetts Research Report; Secretary Ash with MassEcon Chairman Stephen Flavin, 25th Anniversary Celebration; Gov. Baker, 2015 Economic Impact Awards; Susan Houston and 2018 MassEcon Chairman Stephen Flavin with Former and Current Cabinet Secretaries

Photo credits: Janet Stearns and Carly Gillis

“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

Founding Executive Director
Susan Houston

Executive Director
Peter Abair

Senior Director
Douglas Kehlhenn

Communications Director
Annie O'Connell

Marketing and Research Assistants
Shivani Arya
Kelsey Bechtel
Elsa Crozier
Katherine Edmondson
Danielle Escamilla
Nina Freedman

2018 BOARD OF DIRECTORS

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WPI

TREASURER

Michael Scott
Nutter McClennen & Fish LLP

CLERK

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DLA Piper LLP US

Paul Bauer
Bowditch & Dewey

David Begelfer
NAIOP

Robert Brustlin
VHB

Greg Buscone
Eastern Bank

Timothy Ceurvels
Eversource Energy

Brian Cohen
CBRE, Inc.

Michael DiGiano
NAI Hunneman

Dorrian Cohen Fragola
Janitronics Building Services

William Harris
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David Hayes
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Katie Joyce
Shire

David L'Heureux
Santander

Lauren Liss
MassDevelopment

Taidgh McClory
CBRE, Inc.

Denise McGeough
Citizens Bank

Fred Mulligan
Cutler Associates

Christopher Steele
Conway Advisory

Bonnie Sullivan
Middlesex Savings Bank

*Board of Directors as of December 31, 2018

2018 MEMBERS

495/MetroWest Partnership

A/Z Corporation

Aerotek

AGC of Massachusetts

ARC/Architectural Resources
Cambridge

Atlantic Management

BioMed Realty Trust

Bowditch & Dewey

Brockton 21st Century Corporation

BSC Group

Campanelli

CBRE, Inc.

Chase Bank

Citizens Bank

City of Boston

City of Framingham

City of Leominster

Conway Advisory

CoreNet Global, New England Chapter

Cutler Associates

Dacon Corporation

DLA Piper LLP US

Eastern Bank Corporation

Economic Development Council of
Western MA

Economic Development Incentives, Inc.

EMD Serono

Eversource Energy

Greater Boston Chamber of Commerce

GZA GeoEnvironmental

Hinckley Allen

IndusPAD

Interprint

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Kendall Square Association

Kronos

Marlborough Economic Development
Corporation

MassDevelopment

MassMEDIC

Massport

MetroWest Chamber of Commerce

Middlesex Savings Bank

N² Innovation District

NAI Hunneman

NAIOP

North Central MA Development
Corporation

Nutter McClennen & Fish LLP

Patriot Place

Perkins + Will

Pittsfield Economic Development
Authority

PM Group

Sanofi

Santander

Sentry Commercial

Shire

South Shore Chamber of
Commerce

Taunton Development Corporation

TD Bank

Tighe & Bond

Town of Chelmsford

Transwestern

UMass

Union Point

Unitil

VHB

Westborough Economic
Development Committee

WinterWyman

Worcester Regional Chamber of
Commerce

WPI

Wyman Street Advisors

