

# MassEcon Developments

## News for Members

May 2017

### In this Issue

MassEcon News  
In Case You Missed It  
Member News  
Upcoming Events  
Did You Know About this MassEcon Member Benefit?  
2017 Committees  
Projects  
Staff in Action



Mike Kennealy - Assistant Secretary for Business Growth  
May Members Meeting Featured Speaker



GE Healthcare

Thank you to GE Healthcare Life Sciences for hosting the May Members Meeting



Doug Kehlhem, Adam Mara of General Dynamics Mission Systems, and Kelly Arvidson from MassDevelopment at the AUVSI Show in Dallas

## MassEcon News

### Call for Nominations!

We are now accepting nominations for the 14th Annual Team Massachusetts Economic Impact Awards, an exceptional event that recognizes growing companies for their contributions to the state's economy. Help us choose our honorees by nominating great companies [here](#). These are the criteria:

- Company must have physical presence and growth in Massachusetts
- Job creation, increased square footage, and financial investment and increased square footage since Jan. 1, 2016
- Company must be a for-profit entity.

*The deadline for submissions is May 26*

### Sponsor Economic Impact Awards

Get involved in supporting economic growth in Massachusetts by sponsoring the 2017 Economic Impact Awards. Click [here](#) to learn about the different benefits and sponsorship opportunities that are available. Thank you to Shire and WPI for stepping up to be Gold sponsors and to CBRE for the Floral sponsorship!

## In Case You Missed It

### May 2017 Members Meeting

MassEcon held its third Members Meeting of the year at GE Healthcare Life Sciences in Marlborough with speaker Mike Kennealy, Assistant Secretary for Business Growth. Mike led a discussion on "pitching" Massachusetts as a place to do business. The meeting was followed by remarks from GE and a tour of its lab space. Stay tuned for Mike's presentation, and read the event press release [here](#).

### Corporate Welcome Reception Videos

The [Ninth Annual Corporate Welcome Reception](#) was a great success that welcomed 18 companies new to Massachusetts. Representatives from seven of those companies participated in video interviews highlighting their work and why they chose to call Massachusetts home. Watch all of the videos [here](#).

## MassEcon on the Road

MassEcon, MassDevelopment, and the Marlborough EDC hosted a successful reception for site location consultants in Dallas. Thanks to our sponsor Marlborough EDC! Guests from the following major consulting firms attended: Partners National, Jones Lang LaSalle, Site Selection Group, NAI Robert Lynn and WDG Consulting. While in Dallas, the team met with 15 Massachusetts companies exhibiting at the



Doug Kehlhem, Maddy Waters from Marlborough EDC, Kelly Arvidson from MassDevelopment, and Meredith Harris from Marlborough EDC at the AUVSI show in Dallas in front of the booth for CyPhy (a Danvers-based company)

2017

**Annual Conference - June 2, 2017: 8 - 10 AM**

**THE FUTURE IS NOW:  
HOW MASSACHUSETTS TECHNOLOGIES  
ARE SHAPING THE WORLD**

Newton Marriott Hotel - 2345 Commonwealth Ave., Newton, MA



**Bank**

**America's Most Convenient Bank®**

Thank you to TD Bank - Lead Sponsor of the June Annual Conference



**WPI**

Thank you to VHB and WPI  
Annual Conference Partner Sponsors

Nutter

uncommon law

Thank you to Nutter McClennen & Fish LLP for hosting the July 12 Summer Reception

Association of Unmanned Vehicles Systems International trade show.

## Upcoming Events

View the full MassEcon calendar [here](#).

### Annual Conference: The Future is Now - How Massachusetts Technologies are Shaping the World

**When:** Friday, June 2: 8-10am

**Who:**

*Featured Speaker:* Dan Isenberg, Babson Executive Education

*Moderator:* Curt Nickisch, Harvard Business Review

*Panelist:* Chris Gahagan, Symbotic

*Panelist:* Emily Reichert, Greentown Labs

*Panelist:* Ana Maiques, Neuroelectrics

**Where:** Newton Marriott Hotel

Thank you to lead sponsor, TD Bank, and partner sponsors WPI and VHB.

For partner sponsorship opportunities, click [here](#).

Register for the event [here](#).

### **Save the Date! MassEcon Summer Reception**

**When:** July 12: 4:30-7 p.m.

4:30-5 pm: Members Meeting

5-7 pm: Reception

To RSVP, please contact [Annie](#)

## Member News

**Transwestern** recently released its latest [quarterly report](#) on Greater Boston's industrial market, covering warehouse, manufacturing and flex properties.

**Chase Bank** invested **\$50 million** in Boston-based mobile payment company **LevelUp** for developing the company's payment and customer loyalty apps. Read more [here](#).

Dan O'Malley, head of **Eastern Bank's** tech lab, launched a new financial technology startup Numerated Growth which will help banks assess lending risks, approve loans, and automate marketing to potential customers. Read more [here](#).

**495/Metrowest Partnership** is hosting "Fueling our Economic Engine: Positioning the 495/Metrowest Region for Continued Success" on May 25 in Westborough. For more information, contact [Paul Matthews](#).

Please send Member News to [Annie](#).

## Did You Know About this MassEcon Member Benefit?

### **Co-Host a Lunch & Learn Event**

One of the benefits of joining MassEcon is the opportunity to engage with and learn from fellow members. In the spirit of providing more opportunities for our membership to interact in small group settings, we offer a Lunch & Learn series where you can share your perspective of the market with other MassEcon members in a variety of formats:

- Host a Lunch & Learn at your workplace
- Host a Lunch & Learn at a client's workplace



- Provide a tour of your workplace
- Provide an overview of what's happening in your industry or location

For more information on this member benefit, please contact [Annie](#).

## 2017 Committees

### Government Relations Committee

- Chair: Rebecca Frisch (TD Bank)
- Place: TD Bank, 200 State Street, 10th Floor, Boston
- Dates: 5/19, 8/18, 11/3
- Time: 8:30 - 10 am

*Please note the 5/19 Government Relations Committee meeting will be a conference call*

### Location Intelligence Committee

- Co-chairs: Chris Steele (Investment Consulting Associates) and Russ Burke (BSC Group)
- Dates: 7/21, 12/1
- Time: 10:30 am - 12:30 p.m.

### Membership & Marketing Committee

- Co-chairs: Bonnie Sullivan (Middlesex Savings Bank) and Dorrian Cohen-Fragola (Janitronics Building Services)
- Place: MassEcon, 101 Walnut Street, Watertown
- Dates: 6/16, 10/13
- Time: 9 - 10:30 am

### Program & Events Committee

- Chair: Bill Harris (Perkins + Will)
- Place: Perkins + Will, 225 Franklin Street, Suite 1100, Boston
- Dates: 9/7, 10/26
- Time: 8:30 - 10 am

For more information, click [here](#) or contact [Annie](#).

## Projects

**#2822: Project Eagle:** MassEcon, Massport, and MOBD are assisting a Chinese company that is one of the world's leading manufacturers of solar cells and solar panels. The company is evaluating locations to establish its first manufacturing facility in the US to serve the US market. The company is considering existing buildings of 750K-1.4 million SF or land sites to build-to-suit.

**Notes: MassEcon and member firms involved in the project will hear in two weeks if Massachusetts has made the short list of states competing with Nevada, Arizona, California, and New York.**

**#2826:** A local technology company needs 60 acres of rural land for a R&D test site for autonomous tethered airborne platforms. The site must be free of telephone poles and buildings; consent to build a temporary fabric stretch tent

## 2017 Member Calendar Highlights

Friday, June 2, 2017  
Annual Conference

Thursday, June 15, 2017  
MA Hospitality Reception - New York City

Wednesday, July 12, 2017  
Summer Reception

Wednesday, September 13, 2017  
Economic Impact Awards - Finalists Reception

Friday, September 22, 2017  
Members Meeting

Tuesday, November 21, 2017  
Team Massachusetts Economic Impact Awards

Thursday, December 14, 2017  
Annual Meeting & Holiday Lunch

Get Connected with MassEcon



hangar; have the ability to install concrete pads and anchors; and access to 100+KVA feed. Road access needed to site.

**Notes: Sites in Holliston and Douglas are being considered.**

**#2827: Project Echo:** MassEcon and MOBD are working with an Atlanta based consulting firm who is representing a manufacturing client and is assisting them with their locational and capital expenditure analysis. The client needs a 200K SF building or 10-20 acres to build-to-suit. Access to freight rail at the site is needed and only locations in (or adjacent to) Middlesex County will be considered. **Notes: 20-40 jobs created over three years.**

**#2830: Project Aurora:** A Washington, DC location consultant is representing a client in the advanced technology industry. They would like to buy an existing facility minimum of 125K SF with expansion potential to 250K SF in year 5. The facility must have existing clean room of any size and the client will build-out the remainder. Ultimately, 60% of the facility will be class 1000 clean room. **Notes: Considering real estate options statewide, 275 jobs (24/7 operations).**

### Staff in Action

**Susan Houston**, along with Brian Cohen, and Mark Melnik of UMass, presented MassEcon's research study on location decision-making to Chairman Wagner and the economic development committee of the board of WPI. Susan and Mark will also be presenting the study at the May meeting of the 495/MetroWest Partnership. Susan attended the AIM annual meeting, the GE Headquarters Innovation Point groundbreaking, and with Doug, met with representatives from Colliers International for a market overview.

**Doug Kehlhem** is preparing for a busy June with an out-of-state reception planned in New York City in conjunction with the Medical Design and Manufacturing East trade show and the BIO Convention at the end of June.

**Annie O'Connell** worked to execute the May Members Meeting and is preparing for the June 2 Annual Conference. She participated in the Program & Events and Membership & Marketing Committee meeting. Annie is looking ahead to evaluate companies for the 2017 Economic Impact Awards.



101 Walnut Street, MA 02472

Phone (617) 924-4600

www.massecon.com

MassEcon is a private non-profit partnership of business and government dedicated to retaining and fostering economic growth in the Commonwealth of Massachusetts.