



# MassEcon

Location is everything.

March 2010

News Update for Members

## MassEcon News



### Corporate Welcome Reception

As part of its Ambassadors Program, MassEcon will be hosting its first Corporate Welcome Reception of 2010 on **Tuesday, March 23rd from 5:30 PM to 7:30 PM. Genzyme**, one of our Ambassador companies, has generously agreed to host this reception at its **Cambridge headquarters**. Secretary Greg Bialecki will be the featured guest, and our members are encouraged to attend. This reception is one of our signature events, and as part of the Ambassadors program, it exemplifies MassEcon's role in creating a business-friendly environment. Attendees will have an opportunity to network with a cross-section of established and new companies, as well as public officials. Please RSVP by Friday March 19th to [Mary Duggan](#).

Click the logo above to find out details on the Corporate Welcome Reception next Tuesday.



New MassEcon Member Logo. Click to download it and add it to your Web site!

### Biotechnology Roundtable

The second Roundtable of the year will be held on **April 13th** at Dacon's offices in Natick. Co-anchors will include Peter Abair, Director of Economic Development for the Massachusetts Biotechnology Council, Melissa Walsh, Chief Operating Officer for the Massachusetts Life Sciences Center, and Peter Carty, Vice President of Real Estate and Planning for Genzyme. We expect one other private company to confirm shortly. The roundtable will focus on biotechnology manufacturing in Massachusetts and key questions within that industry. There will be limited seats available, so if you are interested in attending before the invite goes out, please RSVP to [Mary Duggan](#).

### Roundtable Notes

MassEcon had a great turnout for the Defense Roundtable held at Defense Technology Initiative in February. For those who were unable to attend the event, the [Executive Summary](#) can be downloaded from the MassEcon website.

### Follow MassEcon on Twitter!

MassEcon is now on Twitter at [www.twitter.com/massecon](http://www.twitter.com/massecon)

## Committee Activity

### MassEcon's 2010 Committees Are Underway

- Marketing Massachusetts:  
Michelle Cammarata, *CresaPartners*, and Gen Cahill, *BSC Group*, Co-Chairs  
**Next Meeting:** March 19, CresaPartners, 200 State Street, 2pm
- Location Support:  
John Ziemba, *Bowditch & Dewey*, Brian Cohen, *Richards Barry Joyce & Partners*, Co-Chairs  
**Next ReadyMA Site Evaluation Team Meeting:** April 7, RBJ, 53 State Street, Boston, 10am  
**Next Location Support Committee Meeting:** April 14, RBJ, 53 State Street, Boston, 10:30am
- Programs and Events:  
Geoff Howell, *DLA Piper*, David Hayes, *BSC Group*, Co-Chairs. This committee has begun to plan MassEcon's Annual Conference to be held on June 18.  
**Next Meeting:** TBD

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## CALENDAR

**March 23**  
**Corporate Welcome Reception**

**March 26**  
**Members Meeting**

**April 13**  
**Biotech Roundtable**

- Membership:  
Rob Reilly, *Fidelity*, Jack Burns, *CresaPartners*, Doug Landry, *VHB*, Co-Chairs  
**Next Meeting:** March 30, *CresaPartners*, 200 State Street, 2:45pm

If you have missed a meeting and would like to read the last meeting Minutes, or are still interested in joining a committee, please contact [Mary Duggan](#).

## **MassEcon Events of Note**

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### **Corporate Welcome Reception**

Date: **March 23, 2010**

Featured Guest: Greg Bialecki, Secretary of Housing and Economic Development

Time: 5:30-7:30pm

Location: 500 Kendall Street, Cambridge

[Directions](#)

### **Members & Board Meeting**

Date: **March 26, 2010**

Keynote: Anne Struthers, Executive Director of the Massachusetts Office of Business Development

Presenting: *Boots on the Ground: The Role of the State's Sales Team in Retaining and Attracting Business*

Time: 8:30-9:00 networking, 9:00-10:00 presentation, 10:00-10:30 members meeting  
10:30-11:30 board meeting

Location: 200 Friberg Parkway, Westborough

[Directions](#)

### **Biotechnology Roundtable**

Date: **April 13, 2010**

Featured Topic: *Biotechnology Manufacturing in Massachusetts*

Co-Anchors:

Peter Abair, Director, Economic Development, Massachusetts Biotechnology Council

Melissa Walsh, Chief Operating Officer, Massachusetts Life Sciences Center

Peter Carty, Vice President, Real Estate and Planning, Genzyme

Time: 10am-12pm

Location: Dacon Corporation, 16 Huron Drive, Natick

[Directions](#)

## **Project Updates**

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**ID # 2351:** MassEcon was contacted by an in state site location consultant to find a site for a Fortune 500 oil company seeking either a long-term ground lease or purchase of 50-100 acres for installation of solar panels.

*Notes:* In cases like this, MassEcon is always willing to share information with members if it might help sell Massachusetts better. MassEcon was contacted by a member (Law & Professional Services) with experience in the industry in contact with the consultant.

**ID # 2355:** Working jointly with MOBD, MassEcon was contacted by a bicycle manufacturer seeking a 10,000-20,000 SF building to buy on the North Shore (Peabody, Beverly, Salem). The company would prefer to be close to public transportation. Other requirements include: 16' clear ceiling height, 1-3 loading docks, 20 parking spaces, and 700-1,200 SF of office space.

*Notes:* MassEcon still believes strongly that manufacturing DOES happen in Massachusetts and this is another indication. This prospect manufactures still hand-crafted high end product using carbon fiber, but Massachusetts has the employees that can succeed in this sector.

**ID # 2356:** MassEcon was contacted by an out-of-state consultant whose company was responding to an RFP for the Massachusetts Department of Energy Resources (DOER). The DOER grant could lead to development across the state for organic waste to energy power plants. The company sought locations that could accommodate 10-12 waste trucks per day and that were approximately 10 acres.

*Notes:* MassEcon presented many land sites to the client (from all regions) and the

consultant narrowed the choice to two locations: Athol and Worcester. A note from the consultant is informative: *We decided to stay with locations a little further east because we need to be within easy driving distance of the major population center of Boston. That is where the most organic waste is being generated and that is our feedstock.*

**ID # 2359:** MassEcon was contacted by one of its members to help find space for a data center client searching to lease or buy 10,000-20,000 SF data center within a 30-mile radius of Waltham. The company was not looking to build new, but preferred a fully built out data center recently vacated.

*Notes:* The data center industry can be a difficult industry to attract and keep in Massachusetts because of the high electric costs (with the exception of municipal light districts), although Massachusetts has the benefit of a lower average temperature and the IT infrastructure to support the industry.

## Ask the Expert!

Ask the Expert David Arkowitz



Developing business in MA

The question period for **David Arkowitz**, CFO of AMAG Pharmaceuticals is almost over. Please take a minute to [submit a question](#) to AMAG, and help enrich the conversation between professionals in Massachusetts.

## Member News

### Welcome to our New Members!

**BioMed Realty Trust**, an entrepreneurial company focused on providing Real Estate to the Life Science Industry®. With over \$3.5 billion invested in state-of-the-art research facilities, BioMed has assembled a world-class portfolio of life science buildings concentrated in the seven core U.S. life science markets of Boston, San Diego, San Francisco, Seattle, Maryland, Pennsylvania and New York/New Jersey. The key contact for BioMed will be **Bill Kane**, Senior Director, Acquisitions & Leasing. Thank you to Brian Cohen of Richards Barry Joyce, for helping secure this member.

**Right Management**, the talent and career management expert within Manpower, the global leader in employment services. Right's expertise spans Talent Management, Leader Development, Organizational Effectiveness, Employee Engagement, and Workforce Transition and Outplacement. **Bruce Maxfield**, Market Vice President, will be the key contact for Right. Thank you to Rich Ryan of Coldwell Banker Residential Brokerage for introducing Right to MassEcon.

**Sherin & Lodgen**, a Boston firm employing around fifty attorneys who specialize in three departments: real estate, litigation, and business law. Sherin & Lodgen focuses only on these three areas, enabling them to bring specialty and experience to their clients. The firm manages high-stakes litigation, which often involves complex case management, including e-discovery, large-volume document review, collection and production, and multi-jurisdictional, multi-action deposition discovery. **Jennifer Irvine**, Director of Marketing, and **Peter Friedenberg**, Real Estate Department Chair will be the key contacts for Sherin & Lodgen.

## Staff in Action

**Susan Houston** had a busy past month. Susan and Board Member Fred Mulligan got together with representatives from UMass Memorial Health Care and UMass Medical School in Worcester to discuss potential membership. Membership is a key goal for 2010 and Board member involvement in the process is appreciated - *Thanks Fred*. On February 23rd, Susan spent the day in Boston, first giving testimony to the Legislature's Joint Committee on Economic Development and Emerging Technologies. Later in the day she was a guest at the **Start Here** launch, highlighting the Massachusetts spirit of entrepreneurship and the newly expanded Cambridge Innovation Center.

**Doug Kehlhem** participated in the planning process for the BioShow that will be coming up the first week of May. One of MassEcon goals is to hold a private reception - in conjunction with the conference - to site location consultants in Chicago. The planning is underway right now for the Chicago reception, and an additional private reception for the *ReadyMass* campaign in New York.



**Rob Anderson** and **Mary Duggan** spent a fruitful day in Boston meeting with members and the Massachusetts Office of Business Development. Luckily, the weather cooperated, and they were able to see Ned Halloran from Lincoln Property, Bob Chase from KPMG, Theresa Callahan from Sovereign Bank, and Sam Hammar, Lisa Hemmerle, and Martina Toponarski from the BRA for lunch. Mary also met Annamarie Kersten, Rich Pellagrini, and Jason Schupbach from MOBD.

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Would you like to let members know about news or events?  
Please contact me at [mduggan@massecon.com](mailto:mduggan@massecon.com) with the details.

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