

Active Projects

ID # 2312: A start-up renewable fuels company seeks a single-story 20,000 SF existing industrial facility on rail with clear ceiling height of 30' or more and site must be serviced by municipal water and sewer. The company's focus is in western Massachusetts near Springfield. The property must have at least 5-acres of open space for feed stock storage. Client eventually will require 20-acres. Facility needs to have 400 V / 500 KVA power (or the ability to be upgraded).

Notes: MassEcon has noticed an uptick in start-up biofuel/recycling companies and the requirements usually include an acreage requirement well suited for the Central and Western parts of the Commonwealth.

ID # 2315: A distribution client seek 125,000-150,000 SF of warehouse space from Worcester west to Springfield and down to the CT border. Requirements include 12+ loading docks, 28' Minimum ceiling height, 6" concrete floors.

Notes: This project came in via a MassEcon member. If you have a match to the search MassEcon can make that connection.

ID # 2316: Manufacturing client seek 150,000 SF to lease or buy in Central Massachusetts. to lease in Boston. Requirements include access to public transport and parking for 400. Company will consider a single or multi-tenant facility.

Notes: There has been a steady increase in the number of video game companies locating in the Greater Boston area. To find out more about the industry think about attending the first annual State House Innovation Day October 15, 2009 10:00 a.m. to 12:30 p.m. Hall of Flags State House, Boston, MA. Find out why Massachusetts continues to be a powerhouse of the innovation economy!

Member News

Site Selection expert, **Scot Butcher** of **Duff & Phelps** will be among those featured at *The Site Selection Network, Third Annual Networking Conference*, held in Reno, Nevada on October 2nd and 3rd. He will be sharing his expertise on economic development strategies, marketing ideas, incentives and other specific economic development goals.

MassEcon member **Dacon Corporation** celebrated at 310 Jubilee Drive in Peabody. as the last beam was raised on DB-Schenker's new, state of the art 45,000 SF logistics and office center in Centennial Park. Dacon was the design/builder for the new New England Headquarters which consists of a one-story, 28 ft. clear height building. This is the ninth project Dacon has constructed in Centennial Park.

MassEcon welcomes new member **Patriot Place**. Building on the Kraft family's vision to create an economic driver for eastern Massachusetts, Patriot Place is a super-regional, outdoor mixed-use center centrally located between Boston and Providence. The center is located adjacent to Gillette Stadium, home of the New England Patriots, directly off of Route 1, a state highway that connects the area's major thoroughfares including I-95, I-495, I-295, SR-27 and SR-1A. **Ted Fire** of the **Kraft Group** will be representing Patriot Place for MassEcon.

Allan Blair, President and CEO of **Western Massachusetts Economic Development Council**, was appointed to the Advisory Council of the *Massachusetts It's All Here* campaign. Joining Allan are Micho Spring of Weber Shandwick, Michael Greeley of Flybridge Capital Partners, Kiki Mills of Massachusetts Innovation & Technology Exchange, Kenneth Turner of Trident Interactive Media, Brendan Ciecko of Ten Minute Media, and Zamawa Arenas of Argus Communications

Staff in Action

Doug Kehlhem attended the Economic Development Council of Western Massachusetts Brokers' Quarterly Meeting in Springfield on September 16. Dave Driver, Managing Director - Regional Development presented Northeast Utilities System Business Recruitment Initiatives for New England.

John DiNapoli has been working with a client in the alternative energy market who anticipates manufacturing wind turbines in several locations within the US. The company envisions securing several sites across the US and employing thousands of workers. MassEcon (via a bulletin that was sent out earlier) identified several sites and submitted them for review. The client at this time is looking at two locations in the Commonwealth. He is also in the process of securing political support from the local, state and Federal level. The deadline for securing financing is the 1st Quarter of 2010. Let's keep our fingers crossed.

Susan Houston, joining **Bob Culver** and **Secretary Greg Bialecki**, was one of three speakers at the launch of www.massitsallhere.com on September 17th. Susan is part of the team that worked during the month of August developing the site. Many thanks go to the regional economic development councils who contributed information about their areas under an extremely tight deadline. The site is in its first phase, and input and further information is welcome. MassEcon's foundation serves as the corporate entity for the *Massachusetts It's All Here* campaign under which the site was developed.

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September 2009

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Permitting Collaborative

As part of Governor Deval Patrick's Massachusetts Recovery Plan the **Massachusetts Permitting Collaborative** has been formed to provide more state support and guidance for new development projects through the permitting and regulatory process. The Permitting Collaborative will bring together state agencies and project proponents for a pre-application conference regarding the permitting needs of individual projects throughout the Commonwealth. To learn more [click here](#).

Massachusetts It's All Here.com

The new www.MassItsAllHere.com website was launched September 17th at Akamai headquarters in Cambridge. The campaign launch was presented to a packed room of business community members and onlookers. The new website intends to advertise Massachusetts' strengths to the rest of the world and to persuade students and consumers who already study or live here to stay. In addition to MassEcon, many key Massachusetts groups were involved in the formation of the "It's all here campaign" website.



MassEcon Chair Jerry Sargent with Lara Cohen and Sally Bament of Boston Power, and Paul Levy from Beth Israel Deaconess at the Team Massachusetts Economic Impact Award Finalists Reception September 15.

Market Ready Properties

MassEcon would like to extend a thank you to **Chris Steele** of CWS Consulting, **Michelle Cammarata** of Cresa Partners, **Brian Cohen** of Richards Barry Joyce and Partners, **Mike Graney** of the Economic Development Council of Western Massachusetts, **Dave Driver** of Northeast Utilities, and **Mike DiGiano** of NAI Hunneman for volunteering to be part of monthly planning meetings with the Solomon McCown/Argus team for the Market Ready Properties Initiative. The launch of this initiative will take place on November 24th during the MassEcon Annual Economic Impact Awards event.

2009 Economic Impact Awards

The Finalists Reception for the Team Massachusetts Economic Impact Awards was held on September 15th at the UMass Club in Boston. The event was well attended by C-level business representatives like **Paul Levy, CEO, Beth Israel Deaconess Hospital**, and **Rick Hess, CEO, Konarka**. There were many great stories about companies that - even in tough economic times - have chosen to expand within the Commonwealth. With a welcome by UMass President Jack Wilson and key remarks from Secretary Greg Bialecki, attendees left with a positive attitude about the state of the Massachusetts economy. The judges will have their work cut out for them in picking the best companies to honor. Sponsorships are still available for the Awards.



Jack Wilson, President UMass, welcomes companies and sponsors to the Finalists Reception.

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Committee Activity

Committee Notes

The **Massachusetts Marketing Committee** met on September 14. Topics discussed included the web portal for the Market Ready Properties initiative, and the Ambassadors Program. The **2nd Corporate Welcome Reception** will take place in the spring of 2010.

The **Revenue Enhancement Task Force** is taking the lead, with special help from **Rob Reilly, Fidelity**, to refine its Membership pitch to increase the breadth of its membership to include multiple industry sectors. Relying solely on service providers is not healthy for the future of the organization, although MassEcon service providers will still be a target audience for membership. There appears to be a need for a change in message to attract the broader non-service provider membership. To participate in the committee, offer outreach help to potential members, or to offer help in evolving the pitch, please contact **Rob Anderson**.

MassEcon Event of Note

Member Meeting

Featured Topic: *Ready to Go, Ready to Grow: Marketing Initiatives for Key Real Estate Assets*
Hear from the consulting team of Solomon & McCown/ARGUS running Phase III of the Priority Properties Program

Date: **September 25**

Time: 8:30am- 11:00am

Location: Clark Center, 1671 Worcester Road (Rt. 9 + Mass Pike), Framingham

CALENDAR

September 25
Members Meeting

November 24
Impact Awards