
Year End Highlights: January 1, 2017-December 11, 2017

DECISION SUPPORT TO EXPANDING AND RELOCATING COMPANIES

- MassEcon provided customized support to **53** companies that were associated with approximately **9,000** jobs. Customers of MassEcon's Site Finder Service sought **7 million** SF of space and **550** acres of land. (Total includes Phase 1 Amazon HQ2 numbers)
- Highlights:
 - **#2776 Win: Insulet Corporation:** A medical technology manufacturer will invest \$100 million to buy and expand into a new 350,000 SF manufacturing facility on a 26-acre site in Nagog Park in Acton. The company will employ up to 1,000 office and manufacturing workers at this location. MassEcon directly assisted the Massachusetts Office of Business Development with this project.
 - **#2777 Win: Astellas Institute for Regenerative Medicine:** Astellas will invest \$80 million to convert a 250,000 SF office building at 9 Technology Drive in Westborough into a pharmaceutical research and development facility. The company plans to employ between 200 and 300 workers in the Westborough location. MassEcon directly assisted the consultant and real estate firm with this project.
 - **#2847 Currently Active: Amazon HQ2:** With the expertise of member real estate firms CBRE, Transwestern, and NAI Hunneman, MassEcon presented a package of potential sites to the Executive Office of Housing and Economic Development. Shortlist to be announced by Amazon in early 2018.
 - **#2848 Currently Active: Project Galaxy:** MassEcon is assisting out-of-state real estate firm with site selection and labor market evaluation. Galaxy is a soft goods distribution center client that would build a one million square foot facility and employ up to 900 people. Multiple Massachusetts communities have been visited with the collaboration of regional and municipal partners.
- Under the Team Massachusetts umbrella, **12** MassEcon members volunteered services that included design, construction, real estate, labor force, and research expertise to companies considering MA as expansion location.

MASSECON CONFERENCES AND FORUMS

- Hosted Annual Conference, *The Future is Now: How Massachusetts Companies are Shaping the World*, attended by more than 110 participants. (Thank you to sponsor **TD Bank!**)
 - Moderator: Curt Nickisch, Senior Editor, *Harvard Business Review*
 - Featured Speaker: Dan Isenberg, Professor of Entrepreneurship Education, Babson Executive Education
 - Panelists:
 - Chris Gahagan, CEO, Symbotic
 - Emily Reichert, CEO, Greentown Labs
 - Ana Maiques, CEO, Neuroelectrics
- Hosted Summer Reception at Nutter McClennen & Fish LLP featuring Tim Connelly, Executive Director/CEO of Massachusetts Technology Collaborative
- Hosted Secretary Stephanie Pollack at Annual Holiday Lunch (Thank you to sponsor **VHB!**)
- Hosted member meetings with featured speakers including:
 - **Alan Clayton-Matthews**, Director of the New England Economic Partnership and Northeastern University Professor
 - **Stephen Pike**, CEO of Massachusetts Clean Energy Center
 - **Michael Kennealy**, Assistant Secretary for Business Growth
 - **Rosalin Acosta**, Secretary of Labor & Workforce Development
- Hosted **Incentives Roundtable** for members at Ernst & Young. Panelists included experts from E&Y, Investment Consulting Associates, MassDevelopment, MA Life Sciences Center, MA Office of Business Development, New England Economic Development Corporation.

RESEARCH REPORT

- Released *Choosing Massachusetts for Business: Key Factors in Location Decision-Making* co-authored by UMass Donahue Institute
- Received report coverage in *Boston Globe*, *Providence Journal*, *WBZ Radio*, and other media
- Presented report findings to 495/MetroWest Partnership forum, Economic Development Committee of WPI Board, Middlesex3 Coalition, and House and Senate Co-chairs of Economic Development and Emerging Technologies Committee

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14TH ANNUAL TEAM MASSACHUSETTS ECONOMIC IMPACT AWARDS

- Hosted Pitch Session at Nutter McClennen & Fish LLP for 18 Economic Impact Award Finalists with Michael Kennealy, Assistant Secretary for Business Growth
- Recognized 15 expanding companies before an audience of 400 with Governor Baker as featured speaker and Jay Ash, Secretary of Housing & Economic Development (Thank you to Presenting Sponsor **Citizens Bank!**)

MASSACHUSETTS AMBASSADORS

- [Ninth Annual Corporate Welcome Reception](#) hosted by **Sanofi Genzyme** in Cambridge. MassEcon and Governor Baker welcomed executives from **18** companies as new additions to the Commonwealth's business landscape. (Thank you to sponsors **Sanofi Genzyme** and **WPI!**)

PARTNERSHIPS & PRESENTATIONS

- Represent MassEcon on the **Massachusetts Marketing Partnership Board**
- Serve on boards of **JVS** and **New England Economic Partnership**
- Represent MassEcon on the **Marlborough EDC Board** and **Marketing Committee**
- Represent MassEcon at the **495/MetroWest Partnership's Combined Committee Meetings**
- Presented at the **Massachusetts Economic Development Council Winter Conference**

TRADE SHOWS & SITE SELECTOR RECEPTIONS

- Hosted hospitality reception for site selectors in NYC (Thank you to sponsors **Cutler, Marlborough EDC, VHB, and Union Point!**)
- Attended Medical Design and Manufacturing (MD&M) East trade show in New York
- Made office visits to 9 site location consultants in Atlanta
- Attended Unmanned Vehicle Systems trade show in Dallas with **MassDevelopment**
- Hosted hospitality reception for site selectors in Dallas (Thank you to sponsor **Marlborough EDC!**)
- Hosted hospitality reception for site selectors in Chicago (Thank you to sponsor **Marlborough EDC!**)
- Hosted booth at BIO International Convention in San Diego as part of the MassBio Massachusetts Pavilion
- Attended the CoreNet Global Summit in Seattle

NEW MEMBERS

- Fidelity Bank
- Greater Boston Chamber of Commerce
- N² Innovation District
- Sentry Commercial
- Shire

SOCIAL MEDIA & PRESS

- Received 30 [press mentions](#) in *The Boston Globe*, *Boston Business Journal*, *The MetroWest Daily News*, *The Lowell Sun*, *Business West*, *MassLive*, *Worcester Business Journal*, *New England Real Estate Journal*, *Site Selection Magazine*, *Boston Real Estate Times*, and *Wicked Local*
- MassEcon Executive Director quoted on Amazon expansion in *The Boston Globe* and *Boston Business Journal*.
- MassEcon Executive Director interviewed on WBZ Business News announcing Economic Impact Awards finalists.
- Increased Twitter following by 10% (to more than 3,893 followers)
- Implemented social media outreach through Twitter to more than 55 legislators, alerting them of expansions in their communities

READYMASS 100

- Selected 12 new properties to be included in the ReadyMass 100 portfolio
- ReadyMass 100 online listings generated approximately \$10,000 to help support ReadyMass marketing initiative
- Issued customized ReadyMass 100 newsletters to more than 400 Massachusetts real estate professionals and business leaders
- New ReadyMass 100 properties featured in *Banker & Tradesman* in August 2017

COMPANIES SERVED

