Dear MassEcon Member,

With the Eighth Annual Team Massachusetts Economic Impact Awards Luncheon around the corner, here’s what’s been going on at MassEcon this October:

MassEcon News

IBM Innovation Landscape Presentation
On October 5th, IBM partnered with ENTOVATION International to host a delegation of over 55 executives from Italy to present the innovation landscape of Massachusetts. Joe Perry of the IBM Innovation Center gave a presentation of IBM’s 100 year history, the Smarter Planet initiative, IBM’s Global Network of Innovation Centers, and the company’s collaboration with VCs, entrepreneurs, and independent software vendors (ISVs). Fred Mulligan, Vice Chairman of MassEcon, served on a panel with MassTLC President Tom Hopcroft to discuss the benefits that exist for businesses doing work in Massachusetts, and the factors that create the innovation landscape in the state.

Optics, Photonics, and Advanced Instruments Industry Roundtable
On October 18th, MassEcon presented an Industry Roundtable focusing on the optics and photonics industries in Massachusetts. Featured at the discussion were John Dexheimer, President of LightWave Advisors, Dennis Cope, President of Ophir Optics, Dennis Merrill, Senior Director of Thermo-Fisher Scientific, and Karen Scammell, Global Sales Director for Axsun. The anchors discussed the state of the industry in Massachusetts, as well as the benefits and obstacles of doing business in the state. Special thanks to Orit Goldstein and Ozzy Properties for hosting the event in North Andover.

Leadership in Transition Panel
On October 20th, MassEcon co-sponsored the “Leadership in Transition” panel hosted by Solomon McCown and Company at Boston Properties’ Atlantic Wharf. The panel featured the Presidents of The University of Massachusetts, Bentley University, Massachusetts College of Art and Design, and Mount Holyoke College, who discussed a range of topics pertaining to the goals and challenges of universities in Massachusetts. Click HERE to read more about the event.

Expansion Management Roundtable
Doug Kehlhem of MassEcon was in Arizona earlier this month for Industry Week’s Expansion Management Roundtable in the High Desert. There were 65 economic development practitioners from around the United States that participated in the roundtable and...
had meetings and social time with national site selectors at firms including: ADP, Fourth Economy, Biggins Lacy Shapiro & Company, Hickey & Associates, Grubb & Ellis, Ernst & Young, McCallum Sweeney, and Chmura Economics.

**Location Support Committee Meeting**
On October 28th, MassEcon's Location Support Committee met at the offices of **Richards Barry Joyce & Partners** to discuss marketing strategies for MassEcon's Market Ready Properties. The Committee also discussed upcoming site selector events in 2012, and the opportunities for sponsorship for these events.

**Upcoming Events**

**8th Annual Team Massachusetts Economic Impact Awards Luncheon**
Date: November 22nd  
Place: Seaport Hotel, Boston  
Time: 11:00am Registration, 12:00pm - 2:00pm Program  
**Featured Speaker:** Governor Deval Patrick  
**Master of Ceremonies:** Anthony Everett, Co-Anchor & Reporter WCVB-TV's Chronicle  
To register for the event, please click **HERE** or contact **Sean Getchell**  
If you would like information about free student tickets for the event, please visit **www.stayinma.com/apply**

**Annual Meeting and Holiday Lunch**
Date: December 15th  
Place: UMass Club, 225 Franklin St, Boston  
Time: 11:00am Meeting, 12:00pm Holiday Lunch  
**Featured Speaker:** Robert Caret, President of UMass  
To register, please click **HERE** or contact **Sean Getchell**

**Member & Board Meeting**
Date: January 20th  
Place: 200 Friberg Parkway, Westborough  
Time: 8:30 am  
**Featured Speaker:** Alan Clayton-Matthews, Northeastern University  
**Topic:** Massachusetts Economic Forecast

**Welcome New Member**

Please join us in welcoming the newest member to MassEcon, the **Boston University Metropolitan College**!  

Part of Boston University, the **Metropolitan College** (MET) offers innovative courses and programs that focus on the most cutting-edge areas of industry, and offers part-time, full-time, and international students a remarkable range of choices for study to help enrich their lives and advance their careers. Mary Carlson, Assistant Director of Student and Corporate Outreach, will represent the institution at MassEcon.
Connect with MassEcon through these social media outlets.

Projects

#2487: Project Lion: MassEcon and MOBD are working with an out-of-state clean energy company that needs to lease 200,000 SF of production space. The building and site must be able to accommodate a future expansion to 500,000 SF. Notes: Through a RFQ process, MassEcon has brought in the expertise of its members Newmark Knight Frank and Dacon Corporation to assist the team with vetting potential buildings located throughout the state.

#2486: MassEcon and MOBD are working with an Atlanta-based real estate firm that has a food distribution client needing 70+ acres (usable) to build a 1-million SF food distribution facility. This project could create 400+ jobs. This project represents a consolidation of multiple facilities in New England already. Notes: Sites in Fall River, Charlton, Holliston, and Westminster have been submitted.

* Please contact Doug Kehlhem for more information.

Member News

Congratulations to Jerry Sargent of Citizens Bank for being named to the Boston Business Journal's "Power 50 Most Influential Bostonians". The article listed 50 of the region's most influential businesspeople in 2011 from various industries within the state. Click HERE to read more.

MassDevelopment has been involved in several high-profile projects this month, including the financing of the Southbridge Business Center Renovation, the redevelopment of Riverwalk Mill in Lawrence, and the Holyoke High Performance Computing Center. Click HERE to read more.

Congratulations to Richard Davey for being elected as the new Chairman for Massport. Secretary Davey was appointed MassDOT Secretary and CEO by Governor Deval Patrick in August, and is replacing Ranch Kimball as Chairman. Click HERE to read more.

Thank you to Fred Mulligan of Cutler Associates for representing MassEcon at the IBM Innovation Center's October 5th event in Waltham. Fred discussed the innovation landscape of Massachusetts and the benefits of doing business in the Commonwealth. Also on the panel was Tom Hopcroft, President and CEO of MassTLC.

Pittsfield Economic Development Authority reports that construction for the first tenant of the William Stanley Business Park, MountainOne Financial Partners, is underway. Click HERE to read more.

Please send Sean Getchell your member news!
Staff in Action

**Susan Houston** spent much of October organizing the logistics and fund-raising efforts for the 8th Annual Team MA Economic Impact Awards Luncheon. Susan also attended several events during the month, including MassTLC’s 14th Annual Mass Technology Leadership Awards Gala, and Solomon McCown’s “Leadership in Transition” panel.

**Doug Kehlhem** was busy in October fielding several site location requests and visiting the Priority Development Areas (PDAs) in Central Massachusetts. Doug also showcased the Commonwealth’s assets at Industry Week’s Expansion Management Roundtable in Tuscon, AZ.

**Sean Getchell** helped organize the logistics for the Optics, Photonics, and Advanced Instruments Industry Roundtable, as well as the 8th Annual Team MA Economic Impact Awards. Sean also represented MassEcon at the IBM Innovation Center’s presentation to the Italian business delegation.

**Carlin Reilly** was highly involved in planning and logistics of the Industry Roundtable and continues to help plan the upcoming Economic Impact Awards Luncheon in November. Carlin also helped Doug with updating the information for the Market Ready Properties on MassEcon’s website.