



MassEcon

**A Partnership Dedicated to Fostering Economic Growth in
Massachusetts**

Overview

November 10, 2010

The Massachusetts Alliance for Economic Development

- The Massachusetts Alliance for Economic Development (MassEcon) is a private, non-profit partnership formed in 1993
- Purpose is to promote Massachusetts as a place to do business
- MassEcon promotes Massachusetts through services that support the location decision:
 - Deployment of members' private sector expertise
 - Site Finder Service
 - Research & Information Service
 - www.MassachusettsSiteFinder.com

MassEcon's Private Sector Expertise

Private Sector Supporters

- MassEcon's members cover a variety of industries and we stand ready to recommend a private sector provider to help make the choice for Massachusetts

Design, Engineering, and Construction Firms

BSC Group
Cutler Associates
Dacon Corporation
Fuss & O'Neill
Mira Development
Symmes Maini & McKee Associates
Vanasse Hangen Brustlin

Finance

Citizens Bank
Fidelity Investments

Law & Professional Services

Bowditch & Dewey
CWS Consulting Group LLC
DLA Piper US LLP
Hinkley Allen & Snyder
KPMG
New Landmark Group
Nutter McClennen & Fish
Right Management
Sherin & Lodgen

Real Estate Services

BioMed Realty Trust
Campanelli Companies
Coldwell Banker Residential Brokerage
Core Investments
CresaPartners
Grubb & Ellis
Lincoln Property Company
NAI Hunneman
O'Connell Development Group
Richards Barry Joyce & Partners
Thompson Hennessey & Partners

MassEcon Location Decision Services: Site Finder

Site Finder

- MassEcon's customized Site Finder Service enables relocating companies to find buildings and land that fit their requirements
- Exclusive agents or the user can submit a search
- Usually deal with companies needing a minimum of 10,000 SF for building or 20,000 SF for land
- Confidential and complimentary
- MassEcon then completes a database search for matching properties and a Prospect Inquiry Bulletin is emailed to our network of members and non-members
- Follow up with the company and offer decision support information and MassEcon members' private sector expertise

MassEcon Location Decision Services: Research & Information

Research & Information

- Answers questions about doing business in Massachusetts and helps to build the case to the client
- Customers of this service include businesses and their consultants, Business Resource Team members, local and regional economic development groups, trade and business organizations and others
- Areas covered include:
 - state-to-state comparisons
 - industry information
 - taxes and business costs
 - labor statistics
 - Demographics
 - Transportation
 - utility rates
 - quality of life
 - third-party business rankings
 - other

MassEcon Services: Marketing

www.Massecon.com

- Website offers expanding and relocating companies access to: statewide property listings, demographic and workforce data, Bio-Ready sites, and 43D Priority Development Sites

ReadyMass Marketing Initiative

www.massecon.com/readymass

- Ask the Expert, Market Ready Properties, snapshot of regions

MassEcon “On the Road”

- CoreNet Global (April/New Orleans)
- Bio Show (May/Chicago)
- Medical Device and Manufacturing (MD&M) June/New York

MassEcon Searches: 2010



MassEcon

Location is everything.

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PROSPECT INQUIRY BULLETIN

www.massecon.com

2010 Rail Searches

Please respond to this bulletin via email with an attached PDF of

ID #	Min/Max SF	Type	Preferred Location	Comments
2374	60 Acres	Manufacturing	40 miles East or West of Westfield	DKehlhem@massecon.com Manufacturing company seeks available Green Field sites to BUY within 40 miles East or West of Westfield with a rail spur into the site and good highway access. Requirements include: Zoned Industrial; Suitable for Construction of Manufacturing Buildings (Flat, Soil Capable of Supporting Heavy Floor Loads, Subsurface Capable of Supporting Building and Equipment Loads, Low Water Table, Not in a Flood Plain, and No Rock Formations near the surface); Power 100kA at 480V; Nat Gas 200mmbu/hr; Fresh Water Intake from Local Utility 500,000 GPD; and Waste Water Discharge to Local Utility 450,000 GPD.
2376	150,000 SF	Warehouse/Distribution	South of the Pike	RAnderson@massecon.com Warehouse/Distribution client seeks 150,000 SF to buy in South of the Pike (Metro West & Southeast Massachusetts). Will consider land to build (15 acres), but RAIL IS A MUST. Facility requirements also include +/- 24' ceilings, 150 Parking spaces, and 20 loading docks.
2377	30,000-45,000 SF or 3-5 acres	Manufacturing - Solid Fuel	Southeastern Massachusetts	RAnderson@massecon.com Manufacturer of solid fuel (waste to energy) seeks a 30,000-45,000 facility or 3-5 acres to BTS in Southeastern Massachusetts. Facility requirements include RAIL, 40'-60' ceilings, 3-5 loading docks, and power needs of 480 kv.
2379	80,000-120,000 SF	Manufacturing	Statewide	DKehlhem@massecon.com Buy 80,000-120,000 square foot building for manufacturing, warehouse/distribution user. Must have rail spur to the building. Need 18ft clear, 6-16 docks, and heavy power.
2383	116,000 - 192,000 SF	Manufacturing	Statewide	DKehlhem@massecon.com Lease or buy 116,000-192,000 square foot building for a manufacturing operation of transit cars. Need 30-50 ft. clear in manufacturing area, 2-3 loading docks, heavy power needed (500 kilowatts +), on freight rail, and good access to a port either via rail or roadway, adjacent land to the building will be needed for a test track.
2392	120,000 SF	Wood manufacturer	Statewide	DKehlhem@massecon.com A wood products manufacturer needs a min. of 120,000 square feet of existing space. Min. 20-foot clear, 30-foot structural bay spacing, 12-20 acres for outside storage and rail to the building preferred.



New way, New value

- **State contacts MassEcon with request from consulting firm representing a Chinese company searching for a site in MA**
- **A potential for up to 600 new jobs**

MassEcon conducts Site Search:

- MassEcon staff conducts statewide site search based on preliminary requirement:
- 120,000 SF (w/ land for expansion)
- Min. 30' ceilings
- Freight rail access

MassEcon Coordinates Site Tour:

- MassEcon coordinated four days of site tours for Sojitz
- 15 sites were visited covering 5 regions of the state
- 180 Progress Ave. and 340 Taylor Street in Springfield were included in the tour
- Officials from MOBD, MassDevelopment, MOITI, regional economic development groups, and railroads participated in the tour

Finalist Sites:

- **100 Meadow Road, (Boston Business Park)**
- **66 Saratoga Blvd., (Devens)**
- **66 Ampad Road (Westfield)**

December Visit:

- **Company officials from China will visit each of the finalist sites in December 2010**



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