

## Letter to the Editor

February 28, 2003

Boston Herald

### **Developer shows value**

Developer Joe Fallon was portrayed by an unnamed source as lacking follow-through (“Critics question Fallon follow-through,” Feb. 19). Nothing could be further from the truth. When Joe was with our company, he convinced Merck Pharmaceutical to build a 700,000 square-foot research center on the Emmanuel College campus and guided Merck through a difficult approval process to a 2001 groundbreaking. With the new convention center opening in 2004, the city and state are fortunate to have Fallon’s focus on bringing essential hotel rooms to the South Boston Waterfront District.

— Joseph E. Corcoran, Boston  
The writer is chairman of Corcoran Jennison Cos.