

MEDC BULLETIN

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JUNE 2006



"Serving Professional Massachusetts Economic Developers since 1963"

MEDC/NEDA Advanced Seminar Scheduled for June 22, 2006

The annual Advanced Seminar "**e-Tools for Providing Local Development Services**" will be jointly sponsored by MEDC and NEDA will be held at Sal's Riverwalk Restaurant – Function Room in Lawrence on Thursday, June 22, 2006 at 8:30A.M.

There will be two featured panels *Site Finders – Tools to Support Business Location and Development* and *e-Government – Methods and Tools*.

The *Site Finders – Tools to Support Business Location and Development* will feature Scott Gibbs, President, Rhode Island Economic Devel-

opment Foundation; James Comerford, President, Successful Business Solutions, Inc. of New Jersey; and Robert Anderson, Project Manager, Massachusetts Alliance for Economic Development. *e-Government – Methods and Tools* will include presentations by Peter Crosby, Head of International Business Development, J4b and Kevin Paulsen, IT Director, IBM.

The seminar will include a continental breakfast and a networking luncheon to follow the panel discussions. The registration fee is \$75.00 for members and \$100.00 for non-members. **SAVE THIS DATE and MARK YOUR CALENDAR NOW.** Registration information has been sent to members via e-mail and postal mail.

Lt. Governor Healey and Secretary Kimball Outline Agendas at Spring Meeting



Lt. Governor Healey addresses the MEDC members during the April 24, 2006 meeting.

MEDC's spring meeting which was well attended by the MEDC membership took place at the State House in Boston on April 24th. Featured speakers were Lt. Governor Kerry Healey and Secretary of Economic Development Ranch Kimball.

In addition, several Mayors and Legislators attended including Senator Jack Hart and Senator Richard Moore. Senator Hart is the Chair of the Committee on Economic Development and Emerging Technologies and Senator Moore is the Chair of the Committee on Health Care Financing. MEDC also welcomed several attendees from the Massachusetts Alliance for Economic Development.

Secretary Kimball updated the MEDC on his efforts to facilitate the State's economic development process

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Massachusetts Statewide On-Line Site Finder Becomes Available in July

In July, the Massachusetts Alliance for Economic Development (MAED) will be launching a new on-line Site Finder which will offer real estate brokers and property owners the opportunity to list their sites in a searchable database available to the public. The internet's functionality has now enveloped economic development, and the ability for users worldwide to see developable land and available buildings by simply clicking a button is increasingly becoming the modus operandi for companies and site selection consultants.

The ease of information dissemination over the internet and the ease of information upload requires that with the changing nature of site selection, Massachusetts needs to jump into the game. This new website is accessible via www.massecon.com or the Commonwealth's website at www.mass.gov/bizteam. This site promises to be a valuable tool which will position Massachusetts well against other states, 35 of which currently have statewide online site finder applications.

MAED will manage the site as well as outreach to populate the website with properties. The project will take advantage of the strong relationships MAED has with our regional and local partners across the state, a number of whom have already established their own local online site finder data-

bases.

The Commonwealth's Department of Business and Technology, a long time advocate of MAED's site finder capabilities, is partnering with MAED on this endeavor. The support from the state is an integral piece of expanding business recruitment plans across industries and country-wide. The new website, when launched, should highlight the advantages of relocating to Massachusetts to web viewers the world over.

The team is made up of State officials, along with MAED regional and local partners. The team will ensure that this project is a success as word-of-mouth filters out from those involved. The online Site Finder will not replace the face-to-face work integral to economic development or MAED's own customized *Site Finder Service*, which allows MAED to tap into a network of over 700 municipal development officials, real estate brokers, and state partners for information applicable to site relocation. The online database can only strengthen MAED's commitment to putting the right companies in the right sites. To learn more about the launch of the online Site Finder please contact Robert Anderson at 781-489-6262 or via email at randerson@massecon.com.

Robert Anderson of the Massachusetts Alliance for Economic Development contributed this article.

Massachusetts Economic Developers to be Honored by NEDA

Michael Lanava, Robert Bateman, Harry Foden and Benjamin Summers will be honored along with other former NEDA leaders at the Association's Annual Conference in October to be held in Meredith, N.H. This is the 50th Anniversary Conference for NEDA and will feature a special tribute to past leaders who have contributed to NEDA's success as a premier Economic Development professional association.

The focus of the tribute will be on Lifetime Members, Past Presidents



and Past Members of the Year. Both Lanava and Bateman are past NEDA Presidents and NEDA Members of the Year. Bateman, Foden and Summers are Lifetime Members of the organization. Their collective involvement with NEDA spans over three decades.

The NEDA Conference will take place October 15-17, 2006. Registration information for this year's conference will be made available to MEDC members in late summer, so save the dates if you are interested in attending.

Hughes Elected Second Vice President

The Board of Directors elected Bruce Hughes as Second Vice President of MEDC on April 24th. The position was made vacant by Christopher Paquette of Leominster who resigned as 2nd V.P. in early March after taking a position outside of the field of economic development. Paquette was elected to a one-year term as 2nd V.P. at the annual election of officers held last December. Hughes will serve as second vice president for the remainder of 2006.

Hughes is the Economic and Community Development Manager for the Old Colony Planning Council, a position he has held for over 16 years and has served on the MEDC Board of Directors since January 2005. He has been an active member of the Council for several years. Hughes has also served on MEDC's Host Committee for NEDA's Annual Conference, which was held in Boston in September 2004.

Bruce joins Rob Hubbard of Gardner, Ralph Carlson of the Economic Development Council of Western Mass., Carl Eger, Jr. of Holyoke, and Kathleen McCabe of McCabe Enterprises on the MEDC Executive Committee.

MEDC and NEDA Sign MOU

MEDC is pleased to announce that it has formalized an already existing relationship with the Northeastern Economic Developers Association (NEDA) signing a Memorandum of Understanding.

MEDC and NEDA have had a working partnership for over thirty years. The partnership has included a Joint Membership Program for new and existing members, cooperation on the bi-annual Wage and Benefit Survey, joint programming, and co-sponsorship of the NEDA Annual Conference in each of the past three decades.

MEDC leadership felt that it was a strategic move for both MEDC and NEDA to formalize this relationship and outline how it will proceed into the future. Therefore, the MOU was developed by the Executive Directors of the organizations and recently approved by the respective Boards of Directors.

One of the new features of this partnership will be the sponsorship of an annual Advanced Seminar to be held here in Massachusetts. Last year the Seminar was conducted in Springfield at the Basketball Hall of Fame and featured a discussion of economic incentives, eminent domain and their legality given recent court decisions. This year's Seminar "*e-Tools: Site Finder and e-Government*" is scheduled for June 22nd in Lawrence.

Both MEDC and NEDA will continue to seek out venues to enhance and promote the economic development profession in the Northeast.

April Meeting
(Continued from page 1)

for existing and prospective Massachusetts businesses. He described his efforts towards reducing barriers for potential businesses in Massachusetts, including the Bizteam point of contact for State business programs and services, permitting reform and the reduction in rules and regulations and the Business Connect network.

Lt. Governor Healey’s remarks focused on Massachusetts’ competitiveness. Specifically in regards to the State’s permitting process, taxes on small businesses and high housing costs as negative influences on Massachusetts business climate and the ability for the Commonwealth to retain and attract companies. She also pointed to several taxation issues and the new Family Leave legislation. Lt. Governor Healey remarked it would be preferable to offer incentives to businesses to provide family leave rather than impose a tax.

A brief MEDC business meeting preceded the speaking program. The Council membership was briefed by President Rob Hubbard about ongoing activities including the update of the MEDC website and 2006 programs, including the June 22nd Advanced Seminar in Lawrence and the Annual Meeting scheduled for December 1st, site to be determined. Treasurer Carl Eger, Jr. provided a financial report to members and noted that MEDC’s financial position is sound and the Board of Directors is carefully managing the Council’s funds.



Secretary Ranch Kimball

**Joseph J. Bevilacqua Elected
 Chairman of the Board of Directors’
 North of Boston Convention and Visitors Bureau**

Merrimack Valley Chamber of Commerce President/CEO Joseph J. Bevilacqua has been elected Chairman of the Board of the North of Boston Convention and Visitors Bureau (NOBCVB) for 2006-07.



economic impact of tourism and the hospitality industry throughout the 34 cities and towns that the Bureau represents.

Under Bevilacqua's leadership, the NOBCVB will work in conjunction with the Massachusetts Office of Travel and Tourism, seeking to strengthen the eco-

Bevilacqua was elected at NOBCVB’s Annual Conference and Meeting in March. Bevilacqua previously was appointed to the Massachusetts Office of Travel and Tourism steering committee to develop a new statewide strategic plan for Massachusetts tourism.

MEMBER PROFILE

Susan Houston



Susan Houston has been a member of MEDC since 1993. At the same time she also became the Executive Director of the Massachusetts Alliance for Economic Development (MAED). Susan has served on MEDC's Board of Directors and Executive Committee under Presidents Dick Shafer, Steve Andrade, Joe Bevilacqua, and Jeff Hayden. From

the early stages of her involvement with MEDC and MAED she has engaged both organizations in many joint programming efforts.

MAED, under Susan's direction, established and operates the statewide Site Finder Service, the Research & Information Service, and the Massachusetts Ambassadors program, tools that provide decision-support to companies as they evaluate Massachusetts as a location to grow their business. MAED will soon be launching, in collaboration with the Commonwealth, an on-line site finder that will add to the state's ability to promote development opportunities in a competitive economic environment. Susan is fortunate to work with a great staff at MAED (one of whom serves on the MEDC Board).

Susan's professional background includes experience in commercial real estate development and leasing at Cabot, Cabot & Forbes and JMB/Urban Development Company. While at these firms, she served as Development Manager, with responsibility for the permitting, marketing, and leasing of several significant development projects. Susan holds an undergraduate degree from Boston University and a graduate degree in City Planning from MIT.

Susan is a past Massachusetts delegate to the National Network of Commercial Real Estate Women and past board member of New England Women in Real Estate. Susan currently serves on the boards of the 495/MetroWest Partnership, the New England Economic Partnership, and the Economic Develop-

ment Advisory Board for the Town of Brookline. Susan is also on the Advisory Council of the Massachusetts Business Resource Team.

Susan lives in Brookline and is married to Julian Houston, a judge in the Massachusetts Superior Court (and author of the recently-published novel *New Boy*). Susan and her husband have two children – a son living in China and a daughter in college. When not at work, Susan enjoys good food, fiction, movies, exploring new cities by foot, and being taken for a walk by the family dog, Louie.

WELCOME NEW MEMBERS

The Board of Directors welcomes economic development practitioners who have recently become MEDC members

Scott Amos,

North Central Mass. Chamber of Commerce

Paul Arnold

TRC Environmental Corporation

Lawrence Cameron

Mass. Development Finance Agency

Tyler Fairbank

Berkshire Econ. Dev. Corp.

Jeffrey Finkle

International Econ. Dev. Council

Andrew Gast-Bray

Town of Winchendon

Joseph Giannino

Government Relations Group

Mark Hawke

Gardner Redevelopment Authority

D'Anne Hurd

Worcester Polytechnic Institute/Gateway Park

Jennifer Menard

UMass Dartmouth

Joyce Moss

Town of Westwood

Christian Perkins

Mass. Economic Stabilization Trust

Eric Schoenfeld

Mass. Office of Business Development

Douglas Wynne

Neponset Valley Chamber of Commerce

Thomas Young

HDR, Inc.



Bob Bateman
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 One Court Plaza
 Holyoke, MA 01040
 Telephone: (508) 487-7254
 Email: MEDC.EXECORD@EARTHLINK.NET

MEDC EXECUTIVE OFFICERS

Rob Hubbard

MEDC President
 Gardner Redevelopment Authority
 Executive Director
 (978) 630-4014

Ralph Carlson

MEDC First Vice-President
 EDC of Western Massachusetts
 Vice President of Marketing
 (413) 593-6421

Bruce Hughes

MEDC Second Vice-President
 Old Colony Planning Council
 Economic Development Specialist
 (508) 583-1833

Carl Eger, Jr.

MEDC Treasurer
 Holyoke Economic Development &
 Industrial Corporation, Chairman
 (413) 534-3773

Kathleen McCabe

MEDC Secretary
 McCabe Enterprises
 President
 (617) 247-7800

MEDC BOARD OF DIRECTORS

In addition to the Officers, the following individuals are members of the

Board of Directors:

- Tyler Fairbank**, Berkshire
- Edgar Alejandro**, Pioneer Valley
- Dan Curley**, Central
- Gaylord Burke**, Northeast
- Vacant**, Southeast
- Leslie Richardson**, Cape & Islands
- Thomas Miller**, Greater Boston
- Gregg Simon**, At-Large
- Jeffrey Hayden**, Chairman, Council of Past Presidents
- Bob Bateman**, Executive Director

ASK A FRIEND TO JOIN MEDC TODAY!

MEMBERSHIP APPLICATION

MEDC Membership (individual) -	\$75.00
MEDC Membership (second or more from same organization)	\$60.00
Joint MEDC/NEDA Membership - (new membership to both organizations rate)	\$150.00

Name

Title/Organization

Address

City/State/Zip Code

Phone Fax

E-Mail Address

Website **Send your application form and check, payable to MEDC, to:**
 Rob Hubbard, MEDC President
 Executive Director, Gardner Redevelopment Authority
 115 Pleasant St., Rm. 201
 Gardner, MA 01440



DATES TO SAVE

June 8-9, 2006

MEDC Co-Sponsored Panel
 "Economic & Community Development Delivery Models"
 MA Association of Planning Directors Annual Meeting
 Lowell, Mass.

June 16, 2006

Massachusetts Alliance for Economic Development
 13th Annual Conference
 Newton Marriott; Newton, Mass.

June 22, 2006

NEDA/MEDC Advanced Seminar
 "e-Tools For Providing Local Development Services"
 Sal's Riverwalk Restaurant; Lawrence, Mass.

October 15-17, 2006

NEDA Annual Conference
 Meredith, N.H.

December 1, 2006

MEDC Annual Meeting, Conference,
 Member of the Year and Board of Directors' Meeting

WWW.MASSEDC.ORG