



## **EDIC Meeting Minutes**

**February 12, 2019 at 4:30pm**

**CATA Conference Room**

**3 Pond Road, First Floor**

- **Call to order of the Board**
- **Meeting started at 4:30pm**
- **In attendance: Chair B. Bramhall, Treasurer R. Pino, T. Hedges, C. Gustin, T. Balf, J. Oppenheim, and M. DiLascio. Also, in attendance: J. Cunningham, Attorney for the EDIC, and Sal DiStefano, Gloucester's Economic Development Director.**
- **Meeting minutes were approved from the January 8, 2019 meeting. The January 24, 2019 meeting minutes were approved with one correction: J. Cunningham was not in attendance.**
- **Overview of VSEA/AMAT plant tours.**
- **At the AMAT meeting, Professor Raciti and his staff were in attendance.**
- **T. Balf: This was a great meeting and we did forward notes from the meeting that Matt took. Professor Raciti was pleased with the amount of information that he took away from the meeting. He will now go back and brief his staff.**
- **R. Pino: Was there any representation from other companies? It was noted that Sal DiStefano and Ken Riehl from the Chamber were in attendance.**
- **T. Balf: There was a decent turnout. General Manager, Director of R and D, Platform Engineers, Head of HR, and the Facility Manager were all present at the meeting. The top 10 executives were present.**
- **J. Oppenheim: The turnout was impressive.**
- **M. DiLascio: This was the start of the cement of a good working relationship. They have established a direct relationship with company leaders.**
- **Chair Bramhall: For the record, it was announced at the beginning of the AMAT meeting that this was not an EDIC meeting, no votes or EDIC business discussions would be undertaken. The next EDIC plan is to send a short cover letter out to every industrial park business owner/tenant announcing the UMass study, enclosing the Gloucester Daily Times full article. This article explains in more depth the goal of the program.**
- **Happy Valley: Chair Bramhall: Sal organized a meeting at City offices (Jill's office) with Happy Valley, the City, and EDIC officials. It was very informative.**

- **M. DiLascio:** I have been in the high tech industry all of my life. I did not know that we had that type of facility here in Gloucester. When it comes to the semi-conductor industry, these guys are cutting edge. That should be a huge part of the story.
- **R. Pino:** In order for Sal to market Gloucester, these types of meeting are huge to build these types of relationships.
- **S. DiStefano:** These companies are attracting a workforce. Tom provided slides today- a few talking points. We now have to ask the question- what these companies need. A shuttle service was brought up to the Mayor's office. Mr. Destino is looking into it. Some of the biggest employers in the City are asking for this. The question is how do we comply? We need to put together a check list of what people need in order to get to their jobs. A shuttle service for one. Also, housing for the summer workforce.
- **C. Gustin:** There is a tech hub here. Point being, Gloucester's messaging has always been about the culture, beaches, and summer tourism. There is so much more of a story here to tell. Collectively, we need to partner with the Chamber and the City and all have the same message. We need to collaborate collectively as a group.
- **J. Oppenheim:** There is a technical community here.
- **S. DiStefano:** Gorton's has an innovative center here which consists of food testing and food science. There is a lot of fascinating stuff going on here. We would love to partner with 1623 and get some testimonials from these high tech CEO's on why their companies are located here and what Gloucester has to offer.
- **M. DiLascio:** That wouldn't be hard to do. We could do 10 stories of why you should think about Gloucester. I would like to go over a few points from Varian/ Applied Materials meeting:
  - 1300 employees
  - 500 scientist/ engineers
  - 3D printing- using this right now for R and D development
  - Inquired about a makers space
- **T. Balf:** There is a large locust of scientists and engineers working right here.
- **C. Gustin:** It was impressive to see the amount of money spent around the world and their supply chain. Most of their sourcing is done here supporting other businesses.
- **M. DiLascio:** They spend an average of \$450-\$550 million, 40% spent in the U.S. and buying 60% in the Northeast. They want to tell their story. They spoke about opening a bike or walking path. Mr. Butmann has raised concerns about if we open the road this would create beach traffic cutting through the park.
- **T. Balf:** There needs to be a connection to the Fuller development and to downtown. How do we connect all of these pieces?
- **R. Pino:** Beverly has created a shuttle /bus service going to their industrial parks.
- **B. Balf:** Varian now uses the Beauport Hotel for business travelers. Varian is pleased with the expansion of the Market Basket plaza and the upcoming new YMCA facility.
- **S. DiStefano:** They did express concerns about Happy Valley. The industrial park needs to know about the next Happy Valley meeting and to be part of it and voice their concerns.

- J. Cunningham: Mike can you put together some notes about the meeting and give to Sal to pass along the information to the Mayor's Office? DiStefano confirmed that he is compiling a list of key items to pass along.
- R. Pino: Keep in mind the Lynsky property which is for sale. The property has potential. However, there are some wetland issues, no housing can be built, and the train goes right by there. I believe it is 9 acres. This was a junk yard at one time.
- Cell Tower Update: Chair B. Bramhall spoke to Justin Hoffman concerning the cell tower leases. Chair Bramhall confirmed that he has not heard back from him or if there were any residuals floating around out there for the EDIC.
- J. Cunningham: Not sure if it would apply. We are waiting to hear back from them.
- 2017 Audit Report- R. Pino: Do we need to do one for 2018? The answer is yes. The cost was just under \$4000.00 for the 2017 audit. Initially, the proposal was \$5,400.00. We have streamlined things. Giusti Hingston has done the audit for years. We could take this out with a RFP. Giusti Hingston came back with they can no longer do this for \$4,000.00. Moving forward the fee would be \$5,450.00 with a three year agreement. Without an agreement the cost would be \$7,400.00.
- T. Hedges: Should we shop this locally?
- J. Cunningham: Not a lot of companies around here want this kind of business. We are meeting state requirements. National auditing standards change all of the time.
- R. Pino: I'm ok with staying with this company.
- T. Balf: I'm fine with that.
- R. Pino: I propose that we move forward with their three year contract.
- Roll call was taken and all were in favor of moving forward with the three year contract.
- R. Pino: I will contact Giusti Hingston about the contract.
- J. Oppenheim: All of our cash is in money markets. Is there another institution that can offer us better rates?
- R. Pino: Our payroll was cut by 90% half way through 2018. We needed access to the money.
- J. Oppenheim: We need to stretch out the life of this money.
- Chair Bramhall: The lifetime of this money- we need to factor in that we need to hire a director and pay for the secretary. We promote business in Gloucester. We are doing business locally.
- J. Oppenheim: I'm sure that there is a bank in Gloucester that can give us better rates.
- J. Cunningham: Ruth it might be worth going to the Savings Bank's Trust Department and ask for some neutral advice. The other issue is that we make sure that the money is insured.
- Blue Economy: Chair Bramhall: We have approved the \$10,000 to the Chamber with the condition that Ken meets his goals.
- C. Gustin: Ken is working with Bruce and Ann Margaret to see where some additional funds lie. They are ready to move on it soon as the balance is reached. They have \$30,000 committed and \$30,000 left to raise.
- Happy Valley: Chair Bramhall: Sal organized a tour with Happy Valley. It was very informative.
- T. Hedges: They are considered the top 5 in advanced growing facilities.

- **Chair Bramhall:** Happy Valley will be hosting a meeting/ tour in April to other business owners in the park. Representatives from each company will be asked to attend. It looks like the retail operation was a concern with Varian and AMAT. Security at night and people coming into the park.
- **S. DiStefano:** Retail component was not known about to the others in the industrial park. We want people to have the ability to raise any concerns and be able to voice them. Also, Happy Valley plans to build a state of the art beverage facility on the expansion site. They would be manufacturing beverages containing cannabis. This is something that they want to do in the future.
- **EDIC's Mission and Strategic Framework:** C. Gustin: The mission is comprised of 3 components:
  - Identifying expansion opportunities
  - Maximizing economic value of assets
  - Being an advocate for projects and policies
- **Changes to the Mission:**
  - Under Business Attraction: First bullet point should read: Support development of appropriate sites in the City
  - Second correction: Advocate for projects and policies affecting business performance including issues ranging from infrastructure, housing and transportation to employee attraction and retention through education and workplace development. This bullet point should appear under Business Attraction and Business Retention.
- A motion was passed to accept the mission with these two changes. Roll call was taken and all were in favor of approving and finalizing EDIC's Mission Statement.
- **Other Business:** R.Pino brought to the attention of the Board that an invoice was received from Beaver Solutions for our annual maintenance agreement. The invoice was for \$310.00. This was voted on last year. Also, the EDIC website was discussed. C. Gustin has agreed to take the lead on updating the website content. Content needs to come first and then the design will flow out of that. We will need to join forces and collaborate on the same messaging with the Chamber, the City, and the EDIC. We need to provide consistent messaging on the value of investing in Gloucester. M. DiLascio: Collaboration is key when resources are tight. C.Gustin: It is a branding exercise for Gloucester.
- Next meeting will be Tuesday, March 5,2019 at 4:30pm
- Meeting adjourned at 6:15pm