



EDIC Meeting Minutes

Tuesday, June 8, 2021 at 4:30 pm

Remote Zoom Meeting

- **Call to Order of the Board**
- **Meeting started at 4:32 pm.**
- **Open Meeting Law: This meeting is recorded by video and audio in accordance with state Open Meeting Law. Consistent with the Governor’s orders suspending certain provisions of the Open Meeting Law and banning gatherings of more than 10 people, this meeting will be conducted by remote participation. If you are calling in on a phone you can press Star 9 (*9) to request to speak. If you are watching on a computer or device there is a “raise hand” button that you can tap or press to request to speak. Please use either of these options during oral communications to be recognized to speak.**
- **In attendance: Acting Chair Bill Bramhall, Treasurer Ruth Pino, Taylor Hedges, Tom Balf, Mike DiLascio, Tim Wood, and Jerrold Oppenheim. Also, in attendance, Felicia Webb, Chief Administrator for Cape Ann Transportation Authority, and Director of Economic Development for the City of Gloucester, Sal DiStefano.**
- **Approval of meeting minutes from the May 11, 2021 meeting were approved. A motion was made to approve the minutes and all were in favor.**
- **Business Park Status- Swan Net has just sold and this facility is available. National Grid is interested in meeting with companies about energy efficiency programs. At this time, many companies are more concerned with fully running to capacity than tackling any new projects. All of these companies are fully aware of the capabilities that the EDIC can deliver. Comeeter and Varian have power distribution contracts already in place. Brand new buildings like Happy Valley have state of the art facilities and probably have the best plan possible with National Grid. Perhaps we revisit these programs in the fall. De-carbonization strategies are becoming more prevalent with more electrical vehicles on the road. Is there any land available to house electrical vehicle chargers that we could initiate and generate a revenue stream? This de-carbonization roadmap is not going to happen without state and federal funding. There are a lot of grant money out there that is available to do this cost effectively.**

This would be a way to generate income by building and installing solar kiosks. The EDIC does own land. How much do people charge with these charging points? We would need to do some research on how much a solar kiosk would cost. Applied Material has a few and the YMCA has about 10 spots available for charging. Perhaps we can coordinate with some of the larger employers. Available EDIC land: 34 Dory Road (over an acre with a cell tower on it), 50 Great Republic Drive (tower on it- 20,000 sq. ft.) and 53 Great Republic Drive (20,000 sq. feet- U.S. Coast Guard tower on it).

- SWAN-Net- has been sold and there is an interest locally with a potential manufacturer who is highly interested.
- CATA-On-Demand- DiLascio reviewed the sponsorship list with the Board. Applied originally committed to \$5,000.00 to this program. The money is available and is still there. Presently, 70% of their workforce is currently working remotely. A third of their production workers are being asked to stay home. Applied is currently happy with most of their people working remotely. No estimation of when their workforce will come back to work in the office. We are not going to receive a larger contribution from Applied at this time. The existing \$5,000 should be collected and be put towards the existing program. Currently, NOAA's staff is working remotely and will be returning to the office in January 2022. NOAA expressed that they do not want to be a corporate sponsor. We are making progress with some of the other corporations that will be contacted again and asked to participate: Intershell, Gortons, Lahey Health, and Happy Valley. CATA needs another \$5,000 to cover the match for this year's program.
- Strategic Planning- What is the goal and focus of the EDIC moving forward? We need to be connecting to the Harbor Plan, our role, the legality of it, and reviewing our mission statement. We are limited to what the state of Massachusetts has set up for the EDIC. Will it take going to the state to change the legislature? What will be some of our limitations?
 - Limitations include: we do not have emanate domain of land
 - Can only develop land that we have in our procession

How do we approach this beyond the industrial parks? We can circulate 121C. Relatively, we are limited and the EDIC statute goes back to the 1970's. The way we think of industry has now changed. Any project that involves construction or the acquisition of land would need to be submitted and approved by the City Council. We should focus on coming up with 2-3 proposals. We then can measure these against the statute and see what the limitations are on future projects. The EDIC in other communities have a much broader involvement and have developed a statute that goes through the City Council to approve and then it is presented to the legislature. We would need special approval by the legislation to change things that go beyond the industrial parks. The current EDIC statute is 50 years old. The way we think about industry now is substantially different. Maybe it is time to modernize it. How does this Board stay relevant and move on? There are other EDIC's that can become the models and take 2 or 3 and sort through them to see what pertains to the Gloucester model. DiStefano added that it would be helpful speaking to other EDIC's in the Commonwealth like Boston and or Lynn. Boston had great success with running the marine industrial park. The

Ray Flynn Industrial Park was a decommissioned army base that the Boston EDIC took and turned it into an affordable industrial space in the heart of the city on the waterfront. They own and operate that large facility and are generating their own revenues. They keep rent at a reasonable cost and it is home to several thousand jobs for a major seafood processor, the design center, and have created office space. It would also benefit the group to think about strategic planning exercise. Perhaps getting an outside facilitator involved. Reaching out to MassEcon as well. T. Balf is willing to take the lead and look into reaching out to Lynn, Boston, and Marlborough and will put together a matrix of what they do, programs, and sources of revenue. This will give us some framework to compare our organization to others. Balf asked DiStefano to be a co-conspirator and would like his insight and input. DiStefano agreed.

- **Board Terms Coming to an End: Acting Chair B. Bramhall's term is coming to an end. If anyone would like to come on board please pass along names to Jill Cahill. T. Hedges has agreed to take over as Treasurer. R. Pino will go over the training process with Taylor. Once Bill leaves, we will need to get a third check signer added to the bank account. Under 121C there are some criteria that needs to be met for Board representation. When looking for new Board members, the following slots need to be filled:**
 - Industrial Development
 - Financial
 - Municipal Government
 - Real Estate
 - Low Income Sector
 - Two at-large positions
- **In person meetings will not happen until September 2nd, 2021. In the meantime, smaller meetings will continue to happen. Zoom meetings have become highly effective. Open Meeting Laws had several revisions to accommodate Zoom meetings. The State will re-amend meeting laws and the approach that they are taking. More public observation was evident while Zoom meeting were in place.**
- **Mass-Econ- T. Balf brought to the attention of the Board that Mass-Econ has an upcoming award for the 18th Annual Economic Impact Awards. These are awards that are presented to growing companies in Massachusetts that have a huge social impact on the community. There is a deadline for submission and T. Balf would like to nominate GMGI for this award for bringing a marine economy to Gloucester and building a marine cluster. It would be acceptable to nominate GMGI for this award. The nomination deadline has to be submitted by June 18th, 2021. A motion was made by the Board to recommend GMGI for 18th Annual 2021 Economic Impact Award. A roll call was taken and all were in favor.**
- **Next meeting is scheduled for Tuesday, July 13th, 2021 at 4:30 pm.**
- **Motion was made to adjourn. All were in favor.**
- **Meeting ended at 5:53 pm.**