



## EDIC Meeting Minutes

September 6, 2016

Commonwealth's Act: Relative to Job Creation and Workforce Development

In Attendance: Tom Gillett, Ric Upton, Tom Chmura, Sal DiStefano, Dan Smith, Jim Dowd, Lee O'Leary (Clerk)

### ***Tom Chmura provided an overview of the Commonwealth's bill***

- There are a lot of pots with rules and regulations to get information
- Our concern, how do we go after it and what resources do we have?
- Gov. Baker was required to come up with a state strategy
- This is the Community Innovation Infrastructure Fund which was passed as part of the Governor's Economic Development Legislation in August.
- Legislation: The bill provides \$15 million of capital over a period of 5 years for specific funding commitments to implement strategy "Opportunities for All"
- Mass Development is the operating agency
- State would like the whole entire economy to benefit
- All of this funding is capital money
- The focus is on support for "community-based efforts, including worker spaces, venture centers, maker spaces and artist spaces."
- Innovation Initiative: Companies partnering with Universities
- Notion of matching- 100%
- 2 Types of Innovation Programs: Seed Grants and Capital Buildout Grants
- A Business Plan would be required
- Seaport Council is different
- Gloucester is working on a proposal

- Start-up grants- 16 Million put aside

### ***How do we move forward?***

- Tom Gillett: Co-working/Building
- How do we move forward?
- What is the real money likely we can spend?
- Would there be interest in supporting Gloucester?
- Other communities have received hundreds of thousands of dollars
- Work force development? Innovative businesses?
- What will the Commonwealth say yes to partnering to?
- Ferrante/Tarr may have more insight
- What are the priorities of the state?
- The goal would be getting universities and industries to partner more
- There are certain themes that the Baker administration is pushing
- This is evident with the Seaport Council
- There is money being spent on public property vs. private
- Gloucester is applying for Seaport Council money in trying to move the Harbor Master's Office
- 14C2- is off the list at this point including other parcels on the harbor
- Would it be used for commercial use?
- The city is not prepared to sell this land yet
- Feasibility study will be conducted to move Harbor Master's office
- Potentially, they will not need the entire site
- Tenant usage? Create a co-working/ innovation space
- Additional testing to soil, figure out what we can put there
- 26 million dollars of earmarks came out of the bill and no funding came to Gloucester
- Ferrante is currently working with property owners on the waterfront to fix up their properties
- Legislature authorized administration won't borrow
- R. Upton had put a campaign together last fall
- Upton gave an example of "Sail Drones", Autonomous Sail Boats
- Tom and Ric are looking at these foundations

- NSF- possible target
- Innovation Start-up Grants
- Set up an Incubator in a non-profit/ plan would encompass Cape Ann, Beverly, and the North Shore
- The thrust of the City's last proposal was an ocean facing business and maker's space at Maritime Gloucester
- Economic Development Dept. is willing to make calls for us
- The benefit would be to have a strategy and use Economic Development contacts to help us obtain our goals
- Gloucester has limited land not conducive for heavy industry
- One thing we do have is a working waterfront
- We would like to have people think of Gloucester as a potential site for our waterfront and its testing capabilities.
- Jim Dowd: Gloucester Maritime has additional land that is not in use
- Excellent usage for a co-op space/ Chapter 91/Student research facility/ public-private/ floating classroom
- Gloucester is your access to the Ocean- We have a powerful selling tool.
- Maritime Gloucester has a vision. Why not compliment the city's vision with Maritime Gloucester's?

***Carving out a niche for Gloucester:***

- 1 hour from Boston
- Access to the ocean
- Create a maker's space
- Where does UMass Boston fit in?
- Roll for students
- UMass runs an Incubator themselves
- Included are the folks from Harvard, MIT
- Opportunities with UMass Amherst campus opening
- A \$10K grant is do-able
- A \$200K grant may be tougher to get
- R. Upton has "7" potential targets
- Gloucester Maritime- focus on students

- Endicott has a comprehensive internship program
- We can drive students (K-12 level) and support other students from area colleges
- Would there be a need to bring in other corporations?
- Innovation infrastructure – potential start-ups/ capital money
- Provide a complete story of how to fund the operation

***Gloucester needs a University partnership:***

- This relationship will assist with the funding
- You get a grant but you need the funds to operate
- Do it the right way and people will come
- It has to be membership driven
- R.Upton: Business model?
- Most projects are jump started with a membership base
- We need to drive traffic here
- College/Universities- we have their students buy memberships
- There are some private capital interested
- An example would be Gloucester Maritime's Floating Classroom- \$250K
- Mass Development/Ken Good was mentioned- potential kick starter campaigns that the state would match
- Forward thinking
- A kick starter and a social media campaign would be interesting for Maritime Gloucester.

***Proposals/ Format/ Deadlines:***

- RP- out by October
- Expect 6 weeks after that

***In Conclusion:***

- Would Carolyn Kirk be able to assist? She works for the Economic Development for the state
- Tarr/ Ferrante
- Kirk is a great advocate for Gloucester
- Maritime Gloucester- kick-starter campaigns
- Creating a model: Maritime Gloucester as a field station

- Schooner/ Outdoor Aquarium/ Maker's Space/ with access to equipment
- A collaboration with other entrepreneurs