



# 2007 & 2008 Annual Report



New Bedford Economic Development Council  
Uniting New Bedford's economic strengths

## Mission & Strategy

The New Bedford Economic Development Council, Inc. works collaboratively with local organizations and dozens of agencies at the city, state and federal levels to promote a business-friendly environment. NBEDC actively seeks new business investment by marketing New Bedford worldwide as a top location for business growth and expansion. In addition, we assist local companies with their expansion plans and other business concerns.

The NBEDC is a non-profit organization comprised of 250 successful leaders in business, education and government, led by a 9-member Board of Directors. The Council takes its advisory role seriously, and in conjunction with the Mayor's office, sets the agenda for the city's key strategic economic

development areas. The Executive Director of the NBEDC, with a staff of six, is responsible for the coordination and implementation of the organization's programs and initiatives.

The mission of the New Bedford Economic Development Council, Inc. is to:

- provide leadership by building consensus on the city's economic future
- coordinate economic development initiatives
- serve as a business liaison to City Hall
- promote the City of New Bedford through a Fortune 100 level campaign
- provide financing and educational opportunities to create and strengthen economic development opportunities in New Bedford.

## 2007-2008 At-a-Glance

### Lending Program

As of June 30, 2008 the NBEDC Lending Program had a total portfolio of \$4.1 million comprised of 89 loans. During this report period (FY07 and FY08), the Lending Program funded nearly \$2.2 million, writing 37 new loans. This activity leveraged over \$11.8 million of business investment in the city.

### Tax Increment Financing Program

Development and expansion projects were approved representing a total investment of \$23.4 million with 538 jobs created and 297 jobs retained. The current pipeline of new projects in the TIF program has a potential total investment of \$92 million with, potentially, 215 jobs created and 307 jobs retained.

### Strategic & Development Planning

Twelve economic development efforts throughout the city have been completed or are underway in partnership with our municipal, state, and private partners.

### Real Estate Development

Seven catalytic projects are in various stages of development with an aggregate purchase value of \$15.25 million, and a total projected development cost of \$106 million. These projects create an estimated 650 construction jobs, and are projected to create 785 full-time jobs.

### Real Estate Assistance Program & Small Business Expansion

More than 50 small businesses looking to relocate or expand in New Bedford have been assisted through this program, impacting over 300 employees. We have assisted 8 new businesses that either opened or expanded downtown in the past two years.

### State Advocacy, Grants, and Foundations

The NBEDC directly facilitated: \$1.9 million in grant funding, the establishment of 6 priority development sites, and the Governor's Growth District designation for the Hicks-Logan-Sawyer District.

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*"New Bedford has been a leader in local efforts to improve our business climate, and so it was fitting for the Patrick-Murray administration to designate the Hicks-Logan-Sawyer District as one of the Commonwealth's first growth districts. It is a great model of how to plan ahead, with careful thought being given to every aspect of getting sites within the district ready for new development, from proper zoning to brownfield remediation to infrastructure."*

**- Gregory Bialeki - Massachusetts Under Secretary,  
Housing and Economic Development**

# Consolidated Balance Sheet

## New Bedford Economic Development Council, Inc.

Statement of Financial Position

For the Periods Ending June 30, 2008 and June 30, 2007

	June 30, 2008 (unaudited)	June 30, 2007 (audited)
<b>Assets</b>		
Unrestricted cash	\$ 66,112	\$ 64,694
Restricted cash	1,592,450	376,537
Grants and awards receivable	2,500	37,326
Loan interest receivable	17,471	14,271
Loan receivable, net of allowance	3,908,489	4,486,569
Other assets	23,588	16,080
Total Assets	\$ 5,610,610	\$ 4,995,477
<b>Liabilities and Net Assets</b>		
Demand note payable	\$ 392,720	\$ 429,470
Accounts payable	49,288	19,158
Accrued liabilities	9,000	10,311
Deferred revenue	15,000	-
Interest payable	4,313	4,313
Long-term debt	1,516,276	829,491
Total Liabilities	\$ 994,218	\$ 1,292,743
<b>Net Assets</b>		
Unrestricted	\$ 123,642	\$ 201,401
Temporarily restricted	-	-
Permanently restricted	3,500,370	3,501,333
Total net assets	3,642,012	3,702,734
Total Liabilities and Net Assets	\$ 5,610,609	\$ 4,995,477

## A Letter from the Mayor

As mayor of the City of New Bedford, I am pleased to reflect on the past year's accomplishments and overall sense of progress across the city. Ours is a bright future, and we are blessed to live in a beautiful location in a spectacular region of the country.

As the New Bedford Economic Development Council works with the administration to diligently attract new business, create new jobs, retain the ones we have, and find ways to reuse our mill inventory, New Bedford continues to draw interest. Investors and developers are drawn to our workforce, our affordable housing and our quality of life. A recent example is the 2008 New Bedford Developer Conference that brought together 100 businesspeople, developers, investors and elected officials to review closely some of the development sites currently available throughout the city.

Like other Massachusetts post-industrial urban cities, New Bedford seeks the able assistance of partners. The New Bedford Economic Development Council also plays a critical role fostering these partnerships across various levels: city departments, state and federal agencies, private investors, non-profits and educational institutions. Through these partnerships we are able to complement and strengthen the resources of the city.

With a membership supporting the city's agenda, the New Bedford Economic Development Council provides the city with a face that communicates progress in our economic development, knowledge about projects and quality of life.

Much progress has been made together in the last two years and I look forward to an even brighter future.

SINCERELY,



SCOTT W. LANG  
MAYOR, CITY OF NEW BEDFORD

## A Letter from the President

In 2006, the Board of Directors began a process of reorganizing the New Bedford Economic Development Council so that its structure would allow the Board to be a nimble policy-setting entity, aligned with the leadership of the City of New Bedford.

This restructuring created a smaller governing board—compared to the previous 27 members—and expanded the Council to become a broad-based constituency of business, education and community leaders, including 13 ex-officios from various New Bedford non-profit organizations and educational institutions. The newly-formed Board is comprised of three private-sector members, three community members, two mayoral appointees, and the Mayor, who serves as ex-officio.

During the past year, 250 leaders have accepted the invitation to serve on the Council and to play a role in implementing the economic development initiatives set by Mayor Scott W. Lang's administration and the Board.

More than 200 Council members have attended orientation sessions designed to explain the NBEDC strategy and report activities and accomplishments. To help the Council become well-informed and engaged, the NBEDC sends updates of key projects and

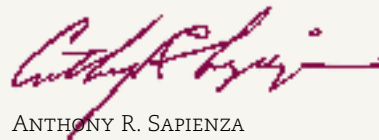
economic development issues, advanced press advisories, and e-mail alerts for special events.

Council members may be asked to do something as simple as supporting a particular initiative by writing a letter to the Governor or our State representatives. They will also be invited to participate in task forces, such as the Creative Economy task force, which aim to link the workforce development strategies to the economic development strategies of the city.

As we move forward, Council members will serve as ambassadors to the city, and their input on current and planned economic developments will be critical components to the city's success.

I am enthused by our direction and look forward to 2009 as a year of continuing growth and accomplishment.

SINCERELY,



ANTHONY R. SAPIENZA  
PRESIDENT, NBEDC AND  
PRESIDENT AND COO,  
JOSEPH ABBOD MANUFACTURING CORP.

## A Letter from the Executive Director

The New Bedford Economic Development Council has seen a tremendous amount of activity over the past two years.

Today in New Bedford, the work of economic development is facilitated by the NBEDC, but it is only possible through the efforts of many partners in city government.

In particular, we would like to thank the leadership of Scott Lang, mayor of the city and member of the board of the NBEDC, MassDevelopment and city department heads who make themselves available at every turn to help us build the job base of the city. Let me mention a few of them: Danny Romanowicz, Acting Commissioner, Inspectional Services; Ron Labelle, Commissioner, Public Infrastructure; Irene Shall, City Solicitor; David Kennedy, City Planner; Pat Sullivan, Director, Office of Housing and Community Development; Robert Tetreault, Director, Management Information Systems; Kristin Decas, Executive Director, Harbor Development Commission; Paul Ledger, Fire Chief; Ron Teachman, Chief of Police; and Scott Alfonse, Environmental Steward.

While a complete report of activities is not possible in these few pages, we have chosen examples that represent the variety of programs, the breadth of projects and the collaborative nature of what is happening in the city to enhance employment and redevelopment opportunities.

We are targeting emerging markets for job creation in light manufacturing, sustainable energy, alternative energy, marine science and technology, medical device manufacturing, biotech and life sciences manufacturing, and call centers.

We are facilitating multiple planning and development projects throughout the city in collaboration with the city Planning Office. Our real estate assistance program continues to help businesses locate to, or relocate within, the city.

We have kicked off the "The NewBedford.IS" business development campaign which has already shown promise in effectively attracting the interests of visiting companies and investors.

As we move through one of the most difficult economic times in memory, we will continue to strive together to promote new opportunities for growth, offer assistance to companies looking to stabilize, and to partner with the private sector to create redeveloped spaces throughout the city for visitors and residents alike to enjoy.

SINCERELY,



MATTHEW A. MORRISSEY  
EXECUTIVE DIRECTOR

## Board of Directors

**Anthony R. Sapienza, President**

President and COO, Joseph Abboud Mfg. Corp.

**James Mathes, Vice President**

President, SMILES Mentoring

**Peter Kavanaugh, Treasurer**

President, La-Z-Boy Furniture Galleries

**Joseph Nauman, Clerk**

Executive Vice President,  
Corporate and Legal, Acushnet Company

**William Davis**

President and CEO, Ze-gen, Inc.

**Katherine Knowles**

Executive Director,  
The Zeiterion Performing Arts Center

**Carol Pimentel**

Director Internal Audit and Administrative Services,  
University of Massachusetts Dartmouth

**Paul L. Vigeant**

Assistant Chancellor, Economic Development,  
University of Massachusetts Dartmouth

**Scott W. Lang**

Ex-officio  
Mayor, City of New Bedford

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*“The City works with the NBEDC on many projects from permitting and planning to marketing our assets to specific target audiences. The Economic Development Council is a group of dedicated, well-informed individuals who represent a wide range of interests and experience. They are tremendous ambassadors for our great city.”*

**~ Scott W. Lang - Mayor, City of New Bedford**



## Economic Deveopment Partnerships

### City of New Bedford

Office of the Mayor

New Bedford City Council

City departments of:

- Department of Public Infrastructure
- Planning Department
- Department of Inspectional Services
- Office of Housing and Community Development
- Harbor Development Commision
- Management Information Systems
- Environmental Stewardship
- City Solicitor

### Local Economic Development Partners

Greater New Bedford Industrial Foundation

New Bedford Area Chamber of Commerce

Greater New Bedford Workforce Investment Board

Greater New Bedford Career Center

Downtown New Bedford, Inc.

North End Business Association

South End Business Association

### State Partners

New Bedford Legislative Delegation

- Sen. Mark C. W. Montigny
- Rep. Antonio Cabral
- Rep. Stephen Canessa
- Rep. Robert Koczera
- Rep. John Quinn

MassDevelopment

Mass Office of Business Development  
Commonwealth Corp.

International Trade Assistance Center

Mass. Small Business Development Network

South Eastern Economic Development Corp.

Southeastern Regional Planning and  
Economic Development District

### Key Educational Partners

University of Massachusetts Dartmouth

- South Coast Economic Development Partnership
- Charlton College of Business
- Center for Policy and Analysis
- Center for Business Research
- School for Marine Science and Technology (SMAST)

Bristol Community College

Southern New England School of Law

### Tourism Partners

City of New Bedford Office of Tourism and Marketing

Southeastern Massachusetts Convention and

Visitors Bureau

New Bedford Whaling National Historical Park

New Bedford Whaling Museum

Rotch-Jones Duff House and Garden Museum

Buttonwood Park Zoological Society

Artworks! At Dover Street

The Zeiterion Performing Arts Center

NewBedford360.com

AHA! (Art, History, Architecture)

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*“The HDC and the NBEDC are true economic development partners. Through our collective efforts, we best leverage our resources to promote the city’s assets, create jobs, and foster economic growth. Working hand in hand, we look forward to tapping new market and investment opportunities that promise to move the city forward.”*

**~ Kristin Decas - Executive Director,  
Harbor Development Commission**

## The Lending Program

The NBEDC provides financing for capital expenditures and working capital to facilitate existing New Bedford business expansion, relocation, and start-ups, with the goal of creating new jobs for New Bedford residents.

The NBEDC utilizes various public and private funding sources to meet the needs of expanding and new businesses. In addition we target small businesses and entrepreneurs that lack access to traditional financing sources and/or require “gap financing.”

The Lending Program lends heavily to existing, critical industries such as the fishing industry and has also expanded the focus of its lending activities to include key economic sectors and geographic areas of the city targeted for economic development. These growth sectors and areas include the creative economy, renewable energy, light manufacturing & technology, marine sciences, downtown, and the upper harbor.

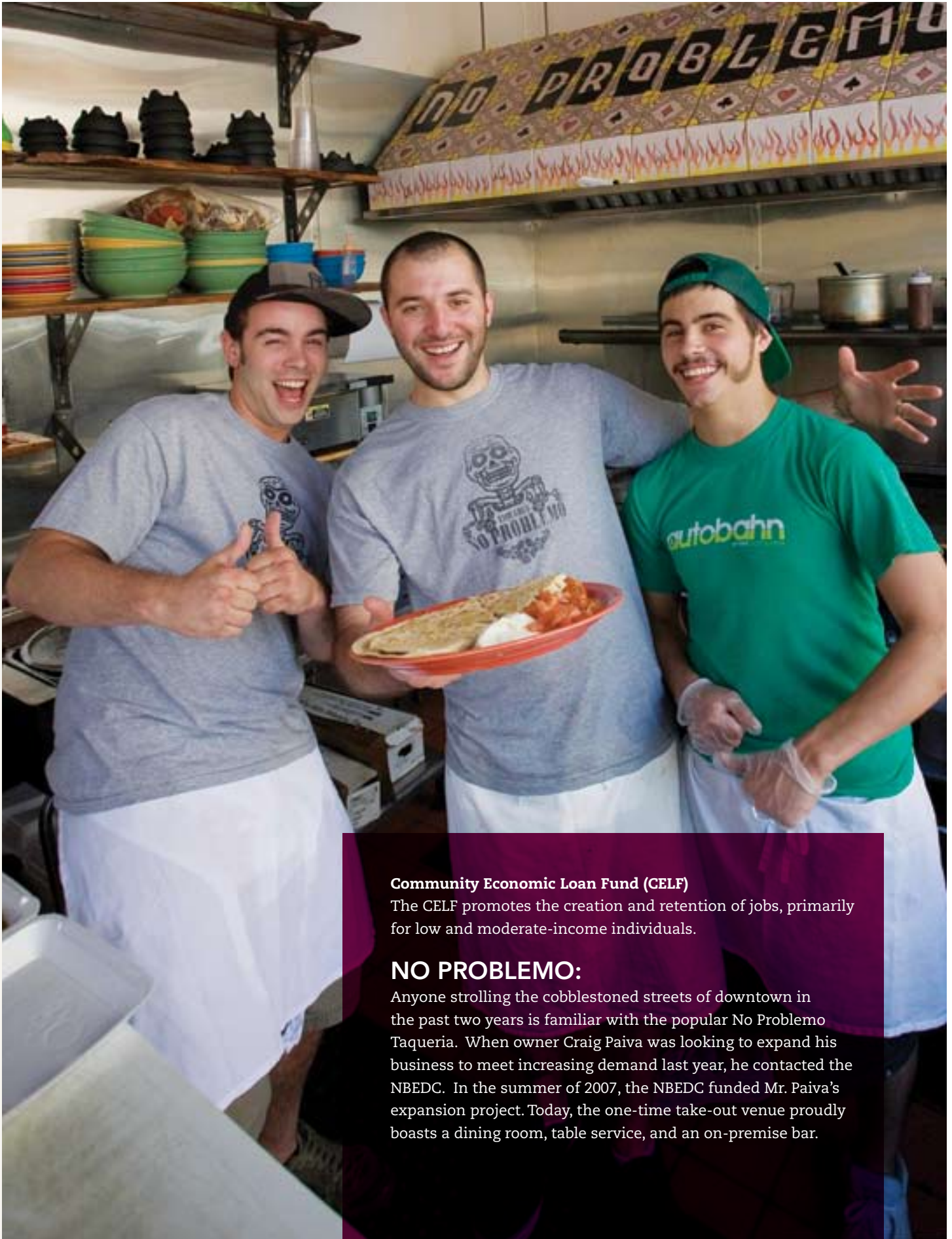
The Lending Program has an existing portfolio of \$4.1 million, is comprised of 89 active loans, and in the past two fiscal years has:

- recapitalized \$750,000 into the Lending Program
- provided businesses of New Bedford with \$2,178,275 of capital that has acted as a catalyst for \$11.8 million of private investment. This investment has resulted in the direct creation/retention of 63 jobs
- developed a current pipeline of activity of \$700,000
- strategically aligned lending practices with the overall objectives of the NBEDC.

LOAN FUND	AMOUNT FUNDED	NUMBER OF LOANS
CELF	\$281,800	5
EDA Fishing	\$1,260,175	19
EDA Non Fishing	\$307,400	6
MassDevelopment	\$192,500	3
Property & Casualty	\$50,000	1
SBA/Micro	\$86,400	3
<b>TOTAL</b>	<b>\$2,178,275</b>	<b>37</b>

*“The NBEDC helped save our business our jobs since we expanded. The NBEDC facilitated the working relationship between Angel Dying and NuTex, a textile manufacturer. I would say we have a great partnership.”*

*~ Edmund Angel, Angel Industries*

**Community Economic Loan Fund (CELf)**

The CELF promotes the creation and retention of jobs, primarily for low and moderate-income individuals.

**NO PROBLEMO:**

Anyone strolling the cobblestoned streets of downtown in the past two years is familiar with the popular No Problemo Taqueria. When owner Craig Paiva was looking to expand his business to meet increasing demand last year, he contacted the NBEDC. In the summer of 2007, the NBEDC funded Mr. Paiva's expansion project. Today, the one-time take-out venue proudly boasts a dining room, table service, and an on-premise bar.



### **Competitive Capital Access Program (CCAP)**

This program provides financial assistance to small and medium-sized businesses to which access to traditional financing sources is either unavailable or not cost-effective.

### **BAYLINE INC.:**

Bob Gardner, the owner of the local boatyard and marine transport Bayline Inc., had an ambitious expansion plan: he envisioned purchasing the vacant lot adjacent his property and constructing an indoor boat-storage facility. This vision grew to include a space that would house an extended parts department, retail store, and allow for year-round indoor repairs for boats up to 34 feet long. After meeting with his banker, Mr. Gardner realized he would need to obtain “gap financing” to complete the \$1.7 million project. With the assistance of funding provided through the NBEDC CCAP loan program, construction of the project began in the spring of 2008. When it's completed, Mr. Gardner's facility will create more than 20 well-paying jobs—from office help to marine mechanics—in the south end of the city.





**Brownfields Clean-Up Revolving Loan Fund**

The program provides low interest rate loans to facilitate the clean-up of commercial or industrial properties contaminated by hazardous materials in order to promote job creation, revitalize town centers and protect the environment.

**FAIRHAVEN MILLS REDEVELOPMENT PROJECT:**

Dickinson Development is proposing a \$35 million project with 125,000 square feet of new development consisting of a mix of uses that include retail, commercial, medical office, and a community boating center that will result in 600 new, permanent jobs. Key to the project's success is \$500,000 in Brownfield Revolving Loan funding that will make it possible to conduct both the environmental remediation and the demolition of mill structures devastated by fire.



## Sales and Marketing: New Bedford.IS

Proactive marketing and communication is at the heart of implementing the NBEDC mission, whether it be attracting new business to the city or coordinating economic development initiatives, or helping the city realize the great wealth of its own assets. Last year, we realized there was no appropriate digital or print material available to use in marketing the city to prospective business visitors.

In partnership with Reynolds DeWalt and mediumstudio, we created a Fortune 100 level campaign for telling New Bedford's story: past, present and future. That business development campaign is called "New Bedford.IS."

### A few aspects of the New Bedford.IS campaign include:

- emphasis on personalized messaging for targeted audiences in the sectors of marine science and technology, renewable energy, medical device manufacturing, life sciences/biotechnology manufacturing and real estate development, harbor, tourism, call centers and back office
- a full web environment that lists in-depth stories of New Bedford's rich history and present, and our strategic direction with a specific focus on the above audiences.
- highly-individualized printed books for qualified leads.

Reynolds DeWalt is donating all of the customized printing and the design costs are shared by the NBEDC, the Harbor Development Commission, and the City's Office of Tourism & Marketing.

We have repeatedly used the most basic version of the campaign— to rave reviews of customers— but we're now working to implement the full-depth of the program across city departments.

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*"New Bedford is poised for a development renaissance thanks to its location, amenities and the hard work of local and state officials. We co-sponsored the 2008 New Bedford Developer Conference to jump-start new real estate projects by informing key development officials of the benefits of doing business in New Bedford."*

**~ Robert L. Culver - President and CEO, MassDevelopment**





## The Creative Economy Task Force

The Creative Economy Task Force is an example of how Council members participated in strategic activities of the NBEDC. The task force, formed in September 2007, consisted of 62 members representing a wide spectrum of business, education, and cultural and arts organizations across the city.

The Task Force worked for five months to craft a creative economy strategy. This work included a creative economic “road mapping” project to collect input from the community to define the creative economy and to identify opportunities that exist, or should exist, in order for the sector to grow.

The Task Force also determined that it is critical to assess what other cities have done. During a four-week period from mid-November to mid-December 2007 the Task Force visited eight cities: Providence, Pawtucket, Lowell, Portland, Portsmouth, Pittsfield, North Adams, and Worcester. The Task Force met with a total of 56 host city representatives including economic development directors, city managers and mayors, and of course, many fantastic artists.

Based upon the approaches that have been successful in those eight cities, the Task Force collectively identified the best practices and linked those practices with the barriers identified in the “road mapping” project. The four best practices were judged to significantly address the highly influential barriers: planning, engaging stakeholders, and communications.

The Task Force presented their final report in February 2008 making specific recommendations to the NBEDC Board of Directors. The Board adopted the recommendations of the final report and made those recommendations to Mayor Scott W. Lang. The NBEDC is currently fulfilling the top recommendation of the Task Force: searching for a Creative Economy Development Officer.

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*“The National Park’s partnership with the City of New Bedford and the NBEDC has made possible a tremendous growth in programs and park projects, most notably the recent renovation of the Corson Building. Headquartered in the heart of downtown, we have seen the area undergo a true revitalization underscored by the city’s significant historic and cultural heritage. ”*

**~ Celeste Bernardo - Superintendent, New Bedford Whaling National Historical Park**





The Task Force set goals to:

- create an inclusive definition of the creative economy
- define the economic impact of all sectors of the creative economy within the city
- explore and define the ways peer cities have utilized the creative economy in the above areas
- make policy recommendations to the Mayor on how to best leverage, build and sustain the creative economy in New Bedford within the context of other economic development initiatives.

## Planning for Success

New Bedford is currently undergoing more major planning than any other time in city history, and the NBEDC with the City's Planning Officer is playing a central role in much of this activity. The NBEDC fully embraces strategic planning as a development tool and has established strong partnerships with city departments, state agencies, and private foundations in an effort to bring all available resources to the forefront of this effort.

Comprehensive planning is essential to link separate initiatives together, providing a unifying vision for the city's future growth. We believe the center piece of this planning effort will be the articulation of a strong waterfront development vision. It is critical to fully understand how the upper harbor, Hicks-Logan-Sawyer Growth District, State Pier, NStar site, downtown and Route 18 relate to one another. These major development areas of the city must be set in relation to a larger, more comprehensive framework.

To accomplish this the NBEDC works in strong collaboration and partnership with a variety of organizations and city departments including the City Planning Office, Office of Tourism and Marketing, Harbor Development Commission, Department of Public Infrastructure, Office of Community Development, Environmental Stewardship and Management Information Systems.

Without thoughtful planning, business districts and neighborhoods throughout the city are left vulnerable to misguided development. In each neighborhood in New Bedford, we will identify potential development sites and set goals for their best use. All potential projects will be measured against the question: "Does this fit into what we have planned for and what we envision?"

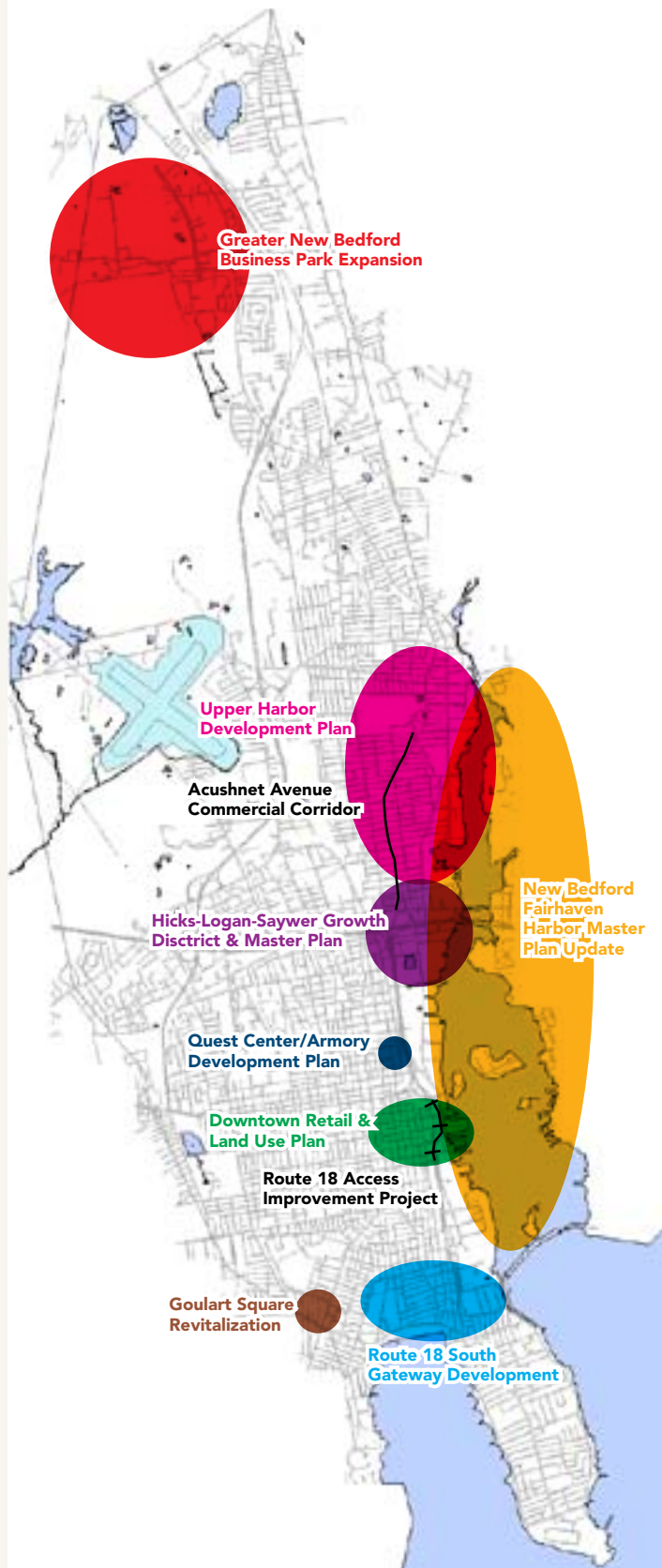
The NBEDC currently utilizes, and will continue to use, thoughtful planning as a means to realize New Bedford's potential for new investments, job creation, and sustainable development. It is critical for the NBEDC to market a well-articulated vision for New Bedford's future growth and development.

We aim to focus on the development areas and growth sectors that will provide potential job creation opportunities not only today, but long into the city's future.

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*"We fully recognize the potential that the Fairhaven Mills site possesses. Our plan calls for 'mixed use' development with the construction of retail and professional service facilities, a boathouse/community center, a waterfront park and pedestrian walkway. We see the redevelopment project having a positive impact on the City of New Bedford. We are looking forward to continuing our close partnership with the City and NBEDC to see the project fully realized"*

**~ Mark Dickinson - President, Dickinson Development Corp.**



## Planning Districts

- Upper Harbor Development Plan
- Acushnet Avenue Commercial Corridor
- Hicks-Logan-Saywer Growth District & Master Plan
- New Bedford Fairhaven Harbor Master Plan Update
- Quest Center/Armory Development Plan
- Greater New Bedford Business Park Expansion
- Route 18 Access Improvement Project
- Downtown Retail & Land Use Plan
- Goulart Square Revitalization
- Route 18 South Gateway Development

## Citywide Initiatives

- Comprehensive Citywide Master Plan
- Mill Inventory
- Streamlined Permitting
- Priority Development Site Designation
- Commuter Rail

# The Council

Melinda Ailes  
Senior Management Counselor  
Mass Small Business Dev. Center

Paul Allen  
Owner  
New Bedford Internet

Carl Alves  
Grant Administrator  
City of New Bedford

David Alves  
Councillor-at-Large  
City of New Bedford

Lasse Antonsen  
Director, University Art Gallery  
University of Massachusetts Dartmouth

Maureen Armstrong  
President, CEO  
Sylvia & Co. Insurance Agency, Inc.

Ann Auger  
Vice President, Commercial Lending  
Citizens-Union Savings Bank

Blair Bailey  
Tax Title Attorney  
City of New Bedford

Anthony Baird  
Asst. Director Career Resource Center  
University of Massachusetts Dartmouth

Nia Barros  
Chairperson  
Community Economic Development  
Center of Southeastern  
Massachusetts, Inc.

Clyde Barrow  
Executive Director  
Center for Policy Analysis,  
University of Massachusetts Dartmouth

Wendy Bauer  
Director of Marketing  
& Planning  
St. Anne's Hospital

Gail Berman-Martin  
Director  
Career Services, University of  
Massachusetts Dartmouth

Celeste Bernardo  
Superintendent  
New Bedford Whaling National  
Historical Park

Roz Bernheimer  
Board Member  
Buttonwood Park Zoological Society

Warren Berube  
Executive Director  
Global Learning Charter Public School

Lee Blake  
Director  
SouthCoast Education Compact  
University of Massachusetts Dartmouth

Linda Bodenmann  
Chief Operating Officer  
Southcoast Hospitals Group

David Borges  
Assistant Director of Center for  
Policy Analysis  
University of Massachusetts Dartmouth

Eric Britto  
President  
True Bounce

Gary Brown  
Superintendent - Director  
Old Colony Regional Vocational  
Technical High School

Adam Buck  
Managing Partner  
Rope Works

Irene Buck  
Executive Director  
Artworks!

Jim Butler  
Publisher  
Weekly Compass

Richard Canastra  
President  
Whaling City Auction

Richard Cardoza  
Owner  
Cardoza's Liquors

Michael Carreiro  
President  
Southeast Massachusetts Building  
Trades Council

George Charbonneau  
Artistic Director  
Festival Theatre

Mary Lou Clarke  
Assistant Superintendent  
Dartmouth Public Schools

Lynn Coish  
Chair  
Operation Clean Sweep  
City of New Bedford

Len Coriaty  
Executive Director  
Greater New Bedford Workforce  
Investment Board, Inc.

Paul Correia  
Senior Vice President  
Employment and Training Division

Dan Costa  
Treasurer  
Community Economic Development  
Center of Southeastern  
Massachusetts, Inc.

Scott Costa  
Treasurer  
Bufftree Building Company

Keri Cox  
Owner  
mediumstudio

Chuck Dade  
Developer

Pat Daughton  
Partner Liaison  
AHA!

Tom Davis  
Executive Director  
Greater NB Industrial Foundation

William Davis \*  
President & CEO  
Ze-gen, Inc.

Kristin Decas  
Executive Director  
New Bedford Harbor Development  
Commission

Ed Dennehy  
President & CEO  
New Directions Southcoast Inc.

Yolanda Dennis  
Diversity Analyst  
Equal Opportunity, Diversity & Outreach

Peter DeWalt  
President  
Reynolds DeWalt Printing

Robert Dubiel  
  
Katherine Duff  
Owner  
Studio of Architecture and Art

Craig Dutra  
President  
Community Foundation of Southeastern  
Massachusetts

Ana C. Dyer  
Senior Vice President & Regional  
Manager  
Webster Bank

Timothy H. Dyer  
President  
Dyer Capital Management, Inc.

Julie Early  
Executive Director  
Island Foundation

Mark Eisenberg  
CEO  
NATCO

Todd Eisenberg  
Partner  
Tofias, P.C.

Gary Fealy  
Vice President  
BankFive

Megan Feldt  
Director of Permitting  
Ze-gen, Inc.

John Fernandes  
Director, Science & Engineering Center  
University of Massachusetts Dartmouth

David J. Ferreira  
Executive Director  
MAVA Field Office

Jenny Fialho  
Vice President / Sales Manager  
Millennium bcpsbank

*“Building the first hotel in downtown New Bedford,  
after 40 years without one, is exciting and promising,  
both for Lafrance Hospitality and for the city.”*

**~ Richard Lafrance - President, Lafrance Hospitality Co.**

\* Board of Directors



# The Council

Robert Fiengold President Oceanarium	Jeff Glassman President Darn It!	Deborah Hynes Photographer City of New Bedford	Laurence Langlois MIS Department City of New Bedford
Tom Flanagan Director SouthCoast Community Collaborative Design Studio	Sarah Gonet Vice President of Resource Development United Way of Greater New Bedford	Elizabeth Isherwood President Moore and Isherwood Communications Inc.	Kim Lannigan CFO Mar-Lees Seafood, LLC
Byron Ford, Jr. Realtor Weichert Realtors	Jane Gonsalves President, City Council City of New Bedford	Harry Jacobvitz Owner Bush Quality Cleaners	Lisa Lemieux Organizer 1199SEIU United Healthcare Workers East
Brenda Francis Career Center Director New Bedford & Wareham Career Centers	Barbara Grunkemeyer Financial Consultant	Jeanine James Owner New England Demolition & Salvage	Ray Letourneau Counsel New Bedford Redevelopment Authority
Nicholas Francis Owner Francis Photography	Angappa Gunasekaran Assistant Professor, Dept of Decision and Information Sciences, Charlton School of Business, University of Massachusetts Dartmouth	Linda Johannsen Consultant	Craig Lindell President Aquapoint Industries
Nancy Freeman Assistant to the Dean SMAST, University of Massachusetts Dartmouth	Hannah Haines Creative Director, Principal mediumstudio	Emily Johns Artist Dream Braids	Ann Marie Lopes Director, Tourism and Marketing City of New Bedford
Alan C. Freitas President Priority Management, Boston Training, Inc.	William Hall Chef Mar-Lees Seafood, LLC	Eddie Johnson ABC Disposal	James Lopes Attorney Law Office of James J. Lopes
Freddie Fuentes Assistant Superintendent for Equity and Diversity New Bedford Public Schools	Sister Kathleen Harrington Executive Director John Boyd Child Care Center	Peter Kavanaugh * President LA-Z-BOY	Anne Luoro Preservation Planner City of New Bedford
Stephen Fulchino Library Director New Bedford Free Public Library	Jennifer Hausladen Board Member Buttonwood Park Zoological Society	Katherine Knowles * Executive Director The Zeiterion Performing Arts Center	Thomas F. Lyons President & CEO BankFive
Richard Gamache COO/CFO Julius Koch USA, Inc.	Peter Hawes President Waterfront Historic Area League (WHALE)	Tony Kopaczewski President South End Business Association	Dr. Jean F. MacCormack Chancellor University of Massachusetts Dartmouth
Avijit Gangopadhyay Associate Dean SMAST, University of Massachusetts Dartmouth	Diann Haynes Administrative Services Manager New Directions	Richard Lafrance President Lafrance Hospitality Co.	Jill MacLean Assistant City Planner City of New Bedford
Nilsa Garcia-Rey Executive Director Gallery X, Inc.	Lee Heald Program Director AHA!	Edward Lambert, Jr. Director, Center for Policy Analysis University of Massachusetts Dartmouth	Anne Marchall Communication and Marketing Specialist mediumstudio
John Garfield, Jr. Acting Executive Director New Bedford Whaling Museum	Nelson Hockert-Lotz Owner Domino's Pizza	Jay Lanagan Vice President Atlantis Mortgage Corporation	Armand Marchand Executive Director and Founder Festival Theatre
	Pamela Holmes Board Member Buttonwood Park Zoological Society	Scott W. Lang * Mayor City of New Bedford	Jennifer Marshall SEEAL Coordinator Southeastern Environmental Education Alliance
		William Langbauer Executive Director Buttonwood Park Zoological Society	

*“We are very excited about where the city is going. It is one of the places that has not been discovered yet. New Bedford’s time is right now.”*

**~ Bill Bennett - President, Queequeg Properties**

\* Board of Directors

# The Council

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SMILES Mentoring

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Henry & Michaud, Attorneys at Law

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NB Area Chamber of Commerce

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Bristol County Blueprint Company

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President  
Mary Louise Nunes, CPA

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Small Business Association

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Citizens-Union Savings Bank

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The Liberty Square Group

Beatriz Oliveira  
NB360.com Campaign  
AHA!

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New Bedford Housing Authority

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Management Consultant

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Bristol County Savings Bank

Steve Shareck  
Coordinator - Arts, Communication and  
Consumer Services  
Greater NB Regional Vocational  
Technical High School

Michael Shea  
Superintendent  
Greater NB Regional Vocational  
Technical High School

Dave Sheehan  
Executive Director  
Quest Center /  
University of Massachusetts Dartmouth

Richard Shepard  
Architect  
S/Q Design Associates

*"With the help of the NBEDC and city departments,  
our permitting was streamlined, allowing us to  
move right along with relocation to our new facility."*

*~ Jeff Glassman - President, Darn It!*

\* Board of Directors

## The Council

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No. 35

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North East Refrigerated Terminals, Inc.

Randall Weeks, Jr.  
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University of Massachusetts Dartmouth

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Community Economic Development  
Center of Southeastern Massachusetts, Inc.

Gloria Williams  
Director  
PACE Youthbuild

Charles Winterhalter  
Owner & Operator  
3W Inc., McDonald's of New Bedford

Anne Wolfe  
New Bedford Cultural Council

Gordon Wolfe  
Consulting Services

William Wurm  
Systems Analyst  
People's Credit Union

Lisa Yates  
Executive Director  
Our Sisters' School

Matt Zenni  
Director of Business Development  
Tibbetts Engineering Corp.

*"The Quest Center has provided BOT USA with a great place to "incubate" -- to settle in and grow. Located in the heart of the marine science cluster here on the south coast of Massachusetts, the Quest Center gives us a real advantage to doing business."*

**~ Roger Race - General Manager, Brook Ocean Technology (USA) Inc.**

\* Board of Directors



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