Promoting the economic interests of the entire Merrimack Valley, from Greater Lowell to the sea
“…to advance the economic interests of the Merrimack Valley of Massachusetts. The Council encourages greater communication and cooperation between the public and private sectors, and fosters collaborative efforts between and among communities, leading to sustainable economic growth and prosperity for all.”
Thank You!

The Merrimack Valley Economic Development Council, Inc. Thanks its Major Sponsors for Calendar Year 2012

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Executive Committee 2012-2013

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Vincent C. Manzi, Jr., Esq. (Co-chair), Manzi, Bonanno & Bowers, Attorneys at Law; Methuen
James C. Powell (Treasurer), Vice President, RBS Citizens
Shaw M. Rosen (Clerk), Chief Operating Officer, MassInnovation LLC
David A. Tibbetts, Esq., Smith & Ruddock, Boston
Robert D. Ansin, Founder & CEO, MassInnovation LLC, Lawrence
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- Sen. Kathleen O’Connor Ives
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- William Lantigua, Mayor of Lawrence

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- John C. Curran, Town Manager, Billerica
- Paul Cohen, Town Manager, Chelmsford
- Dennis Piendak, Town Manager, Dracut
- Michael Farrell, Town Manager, Georgetown
- Bernard F. Lynch, City Manager, Lowell
- Tracy Blais, Town Administrator, Newbury
- Andrew Maylor, Town Manager, North Andover
- John Moak, Town Manager, Peabody
- Neil Harrington, Town Administrator, Salisbury
- Richard Montuori, Town Manager, Tewksbury
- Michael Gilleberto, Town Administrator, Tyngsborough
- Jody Ross, Town Manager, Westford

**Chamber of Commerce and business group executives:**
- Sven Amiran, President, Greater Haverhill Chamber of Commerce
- Deborah A. Belanger, Exec. Director, Greater Merrimack Valley Convention & Visitor’s Bureau
- Joseph J. Bevilacqua, President/CEO, Merrimack Valley Chamber of Commerce
- Caroline Catlender, Executive Director, Billerica Community Alliance, Inc.
- James J. Cook, President, The Lowell Plan
- Susanne Ferrara, Executive Director, Merrimack Valley Venture Forum
- Melissa Lachance, Executive Director, Amesbury Chamber of Commerce
- Danielle McFadden, President and CEO, Greater Lowell Chamber of Commerce
- Maria Miles, Executive Director, Salisbury Chamber of Commerce
- Ann Ormond, President, Greater Newburyport Chamber of Commerce
- Sue-Ann Pearson, Executive Director, North of Boston Convention and Visitor’s Bureau
- Patricia Zapert, Executive Director, Billerica Community Alliance, Inc.

**Quasi-public organizations:**
- Rafael Abisaliman, Executive Director, Merrimack Valley Workforce Investment Board
- Dennis DiZoglio, Executive Director, Merrimack Valley Planning Commission
- Barbara O’Neil, Director, Greater Lowell Workforce Investment Board
- Beverly Woods, Executive Director, Northern Middlesex Council of Governments

**Local Economic Development Directors:**
- Joseph W. Fabey, Director, Economic and Community Development, Amesbury
- Paul T. Materazzo, Director of Planning, Andover
- Stephanie Cronin, Economic Development Director, Billerica
- Richard Scanlon, Principal Assessor, Billerica
- Evan Belansky, Community Development Director, Chelmsford
- William Pillsbury, Director of Economic Development, Haverhill
- Patrick Blanchette, Chief Economic Development Director, Lowell
- Andrew Port, Planning Director, Newburyport
- Curt T. Bellavance, Director, Community Development, North Andover

**Private Sector Business & Community Leaders** (in addition to those on Executive Committee):
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- Mark S. DiSalvo, Chief Executive Officer, Semaphore USA, Methuen
- David Earl, VP, Business Development, Venture Technologies, Inc., Billerica
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- Glenn Prezzano, Publisher, Merrimack Valley Magazine
- Joel Rosen, Esq., Joel Rosen Law Office, Andover
- John R. Schneider, Gateway Strategic Initiatives, Mass. Charter Public School Association
- William Traynor, former Executive Director, Lawrence CommunityWorks, Inc.
- Eva Valentine, President, Aegis Financial Strategies, Inc., Haverhill
- David J. Wahl, President, C.W. Companies/Tewksbury Mills
- Dennis Warren, Warren Business Media/Business Leader Post, Lowell

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- Dennis Warren, Warren Business Media/Business Leader Post, Lowell
In 2012, Massachusetts and the Merrimack Valley continued its slow recovery from the global recession. Most private sector employers had stabilized, some sectors showed modest job growth and construction cranes appeared in Lowell and Lawrence.

In 2010, the Massachusetts Legislature enacted a sweeping reorganization of the agencies that provide economic development services in the Commonwealth. One of the most significant changes was to recognize the importance of regional public-private partnerships like the MVEDC. The new statute called for the Massachusetts Office of Business Development (MOBD) to “…partner with regional economic development organizations to establish a plan for business development which supports regionally-based efforts to grow and retain existing businesses and attract new business to the commonwealth.” In 2012, the MVEDC was awarded a contract for $32,000 to be the Commonwealth’s economic development partner serving the 24 communities of the Merrimack Valley. The MVEDC reaches out to companies that are poised for growth, encouraging them to grow in the Merrimack Valley and offering the assistance of the MVEDC and our partners.

In May, the Council held its annual meeting at the University of Massachusetts Lowell, where we heard Chancellor Marty Meehan report on the vital role that UMass Lowell plays in the Merrimack Valley Economy, and the extraordinary building program that the University is undertaking in the city of Lowell. In September, the Council held a joint meeting with the Merrimack Valley Venture Forum at Osgood Landing in North Andover, featuring Massachusetts Department of Public Utilities Commissioner David Cash and a panel of Merrimack Valley renewable energy companies, discussing the importance of state policies promoting the growth of the renewable energy industry in the Merrimack Valley and in the Commonwealth.

The Council’s greatest strength has always been its Board of Directors—public and private-sector leaders from across the Merrimack Valley. With their continued support, the Council can maintain its focus on the “four C’s”—communication, collaboration, coordination and cooperation. This remains the formula for sustained growth and prosperity for every community across the Merrimack Valley.

We thank the Council’s executive committee, board members and private sector sponsors for their dedication and commitment to keeping the Council alive through challenging times. Brighter days are ahead, for the MVEDC and for the Merrimack Valley.

Kendall M. Wallace (Council Co-Chair)
Lowell Sun Publishing Company

Vincent C. Manzi, Jr. (Council Co-Chair)
Manzi, McCann, Baddour and Nierman Law Offices

David A. Tibbetts (President)
The Merrimack Valley Economic Development Council’s 2012 annual meeting was held in May at the University of Massachusetts Lowell Inn and Conference Center.

MVEDC Co-Chair Vincent C. Manzi, Jr. introduced our keynote speaker, University of Massachusetts Lowell Chancellor Martin Meehan. Chancellor Meehan reported on the dramatic transformation taking place at UMass Lowell, and the vital role played by UML in the Merrimack Valley’s economy. The MVEDC also recognized former State Senator Steven Baddour, and thanked him for his ten years of support of economic development in the Merrimack Valley.
Renewable Energy Forum — 2012

In September, the Merrimack Valley Economic Development Council co-sponsored a special renewable energy forum on “Energy Costs and Opportunities,” with our colleagues at the Merrimack Valley Venture Forum, held at Osgood Landing in North Andover.

State Senator Eileen Donoghue, a member of the Legislature’s Joint Committees on Economic Development and Emerging Technologies, introduced keynote speaker, Commissioner David Cash from the Mass. Department of Public Utilities.

Commissioner Cash’s presentation was followed by an industry panel featuring the CEOs of two Merrimack Valley renewable energy companies: Jim Paull of Stellaris and Costa Nicolaou of PanelClaw, both of which are located at Osgood Landing.

Works in Progress

I-93 – Tri-Town Interchange Project

Throughout 2012, the MVEDC continued to monitor the progress of the I-93-Tri-Town Interchange Project, advocating for a new interchange on Interstate 93 in the Lowell Junction area, which includes the communities of Andover, Wilmington and Tewksbury. The new interchange could add as many as 11,000 new jobs to the 6,000 jobs that already exist in the area. The long-term effect of the project could result in job growth of close to 10,000 employees, $400 million to $800 million in new payroll, $30 million to $60 million in new state taxes, and $4 million to $6 million in local property taxes.

In October 2010, Congresswoman Niki Tsongas hosted a round-table discussion at Pfizer’s facility in Andover (formerly Wyeth) with United States Secretary of Transportation Ray LaHood, who pledged to support the project if Andover, Tewksbury and Wilmington agreed on the proposed design for a new exit off Interstate 93. That has now happened, and the project continues to move forward, albeit slowly. The continuing federal budget challenges in Washington, DC have made it extremely difficult to secure earmarked funding for projects of this size. Nonetheless, Congresswoman Niki Tsongas and Congressman John Tierney continue to be staunch advocates and allies.
Tsongas, Tierney remain committed to proposed new I-93 exit

By Jonathan Phelps

ANDOVER — U.S. Reps. Niki Tsongas and John Tierney say they remain committed to the long-anticipated economic development project to build a new interchange off Interstate 93 into Lowell Junction — even though funding is still up in the air. The proposed interchange will allow for further development of approximately 700 acres of unused land in Andover, Tewksbury and Wilmington and allow current industries to expand because of the direct highway access. Officials say the project will provide significant job growth for the region.

At a selectmen’s meeting Monday night, Tsongas said an environmental impact study is currently being conducted by the state and the next step is to address the funding for the estimated $180-million project. She said because of a “non-earmark environment” there are no opportunities as members of Congress to request funding as an earmark. The project will have to be included in the larger federal transportation budget, she said. “We’re just going to have to stay on it and work hard to get the funding,” Tsongas said.

If re-elected, Tierney will pick up a portion of Andover after the town was split between the new 3rd Congressional district and the 6th Congressional district when the lines were redrawn. “I am looking forward to continue working on this project,” Tierney said, who currently represents Wilmington. “And I hope the town sees this as an opportunity to have two members of Congress representing their interests.”

In Oct. 2010, U.S. Secretary of Transportation Ray LaHood said during a meeting at Pfizer’s Burtt Road facility in Andover that he would support the project if all three communities agreed on a design. Since then, selectmen from all three towns have signed off on a tentative design. “I think we just have to stay on it, we just absolutely have to stay on it,” Tsongas said. “I think Secretary LaHood’s visit here was a great step forward. It pushed it to the next stage, which is the environmental impact study.”

Tierney said he and others in the U.S. House, including Tsongas, are fighting for a larger transportation budget to be passed, which will help fund more infrastructure projects. “Infrastructure needs to be done first to grow and build our economy,” Tierney said. “At the same time it puts people back to work.”

Selectman Paul Salafia asked if such a large economic development project would have a priority over other infrastructure projects. Brian Martin, senior advisor on economic development Tsongas, said there are grants available known as TIGER, “Transportation Improvements that Generate Economic Recovery.” “We are not prepared to apply for those because the environmental review has not taken place,” Martin said. “We are optimistic that those programs will continue, they’ve been enormously successful.”

Selectman Alex Vispoli said the board wasn’t expecting any concrete answers on funding for the project. “Our anticipated outcome of the meeting was a commitment to the project,” Vispoli said. “And I think that it was important to express that commitment in a face-to-face meeting.”

Osgood Landing, North Andover

The MVEDC continued to work closely in 2012 with Ozzy Properties, the owners of the 1600 Osgood Street facility in North Andover that formerly housed Lucent Technologies. Now known as Osgood Landing, The facility continues to attract a diverse group of commercial and industrial tenants, including Ophir Optics, NexAmp, Stellaris Corp., Jessica’s Artisan Bakery, The Mentor Group, BayState Biofuels, NexAmp, PanelClaw, the Merrimack Valley Library Consortium and North Andover Town Offices.
MVEDC designated Merrimack Valley’s “Regional Economic Development Organization”

In July 2010, the Massachusetts Legislature enacted and Governor Patrick signed into law a wide-ranging reform of the Commonwealth’s economic development programs. A significant part of that reform was to formally recognize the importance of regional, public-private partnerships like the MVEDC, now defined in statute as “regional economic development organizations” or “REDOs.” The new law called for the Massachusetts Office of Business Development (MOBD) to partner with REDOs across the state. The Legislature appropriated a modest amount of funding in FY13, and MOBD awarded $35,000 to the MVEDC in October, 2012 (later reduced to $32,514 because of state budget shortfalls). The MVEDC and MOBD are working closely together to achieve the job creation and job retention goals that will strengthen the Commonwealth’s economy.

Merrimack Valley Partners for Progress

In 2012, the MVEDC continued to participate in and support the efforts of The “Merrimack Valley Partners for Progress” (MVPP)—a unique alliance for workforce development between Middlesex and Northern Essex Community Colleges, designed to forge closer college and business relationships. In October, 2012, the MVPP sponsored a breakfast at the Andover Country Club to launch the MVPP’s new website and marketing plan. The event featured a keynote address by Daniel J. Ryan, vice president of Operations for Raytheon Integrated Defense Systems (IDS). Raytheon has worked closely with both Middlesex and Northern Essex Community Colleges on workforce training efforts.
Website and Newsletter

The MVEDC continues to improve the design and content of its website: www.merrimackvalley.info. The website has become a focal point for information on economic development efforts and opportunities, as well as on arts and cultural events in the Merrimack Valley. The MVEDC’s goal for the website is for it to be a useful source of information any individual or any business seeking information about what the Merrimack Valley has to offer.

The MVEDC continues to publish a weekly electronic newsletter, “Merrimack Valley Happenings …” distributed via e-mail to nearly two thousand recipients, including the Council’s full 100-member Board of Directors, as well as to key business, government and community leaders both in the Merrimack Valley and across the state. The newsletter is also posted on the home page of the MVEDC website. MVEDC President David Tibbetts, who produces the newsletter, is featured each Thursday morning on Lowell-based WCAP radio reporting on the current week’s “happenings.”

In 2012, the MVEDC worked with Comcast to produce a marketing video: “Lowell: Portrait of a Creative City,” which focuses on the importance of the arts in making Lowell a vibrant and dynamic place to live, work and play. The video features interviews with Theresa Park, Lowell’s Director of Economic Development; Danielle McFadden, President of the Greater Lowell Chamber of Commerce; Susan Halter, director of COOL—the Cultural Organization of Lowell; and Kendall Wallace, Lowell Sun Chairman MVEDC co-Chair. The video can be seen on the MVEDC website, www.merrimackvalley.info, along with our 2011 video, which focused on the revitalization of Osgood Landing.
Getting in Touch

If you have questions, suggestions or would like to become more involved with the MVEDC, please contact:

Osgood Landing
1600 Osgood Street
North Andover, MA 01845
Tel: (978) 975-8787
Fax: (978) 975-8811
www.merrimackvalley.info

David A. Tibbetts, President
(978) 975-8787, x 11
dtibbetts@mvcouncil.com