

*Fall River Office of Economic Development
Transition Team Meeting
Wednesday, December 23, 2009*



TRANSITION TEAM MEETING AGENDA

- FROED Mission Statement
- FROED's Current Area of Focus
- FROED's Organization
- FROED's Organizational Needs



FALL RIVER OFFICE OF ECONOMIC DEVELOPMENT

MISSION STATEMENT

Incorporated in 1978 as a 501(c)(4) corporation to promote the prosperity and general welfare of the citizens of Fall River through the stimulation of economic strength and expansion of new and existing businesses



FALL RIVER OFFICE OF ECONOMIC DEVELOPMENT PRIMARY AREA OF FOCUS

- Financial Assistance to local businesses through the provision of low interest loans designed to help create and maintain jobs
- Project Management

Financial Assistance

- Issuance of low interest gap financing revolving loans to help create and retain jobs for Fall River and Greater Fall River residents
- Grant and low interest loan funds secured from EDA, SBA, CDFI, Citizens, Citizens Savings, St. Anne's, BOA, Pelham Fund, EDI Section 108, and Life Initiative

JOBSFIRST REVOLVING LOAN FUND

NEW JOBS/JOBS RETAINED

SINCE 1996

<i>Year</i>	<i>No. of Loans</i>	<i>Loan Amount</i>	<i>Private Investment</i>	<i>New Jobs</i>	<i>Jobs Retained</i>
1996	35	\$ 704,175.00	\$ 3,981,365.00	102	386
1997	19	2,174,125.00	4,363,101.00	164	265
1998	8	235,000.00	2,260,000.00	38	13
1999	34	1,558,800.00	10,603,592.00	180.5	261.5
2000	31	2,014,957.00	10,925,457.00	88	47
2001	47	3,550,000.00	13,756,784.00	154	359
2002	20	1,599,600.00	5,581,600.00	104	88
2003	32	2,350,734.00	7,136,023.00	62	173
2004	21	1,859,000.00	17,864,150.00	176	114
2005	23	2,133,500.00	11,792,700.00	82	220
2006	12	851,620.00	1,330,000.00	83	58
2007	22	1,870,800.00	12,622,178.00	63	219
2008	16	1,616,200.00	8,725,234.00	89	119
2009	23	2,005,000.00	6,875,400.00	30	135
Totals	343	24,523,510.00	97,875,400.00	1,415.5	2,457.5
Overall Total					
1978 – 2009	600+	67,523,510.00	117,969,618.00	4,944.5	8,811

FROED Loan Activity

	2007	2008	2009
- Number of Approved Loans	22	16	23
- Dollar Value of Approved Loans	\$1,870,801	\$1,616,200	\$2,005,000
- Average Loan Amount	\$ 85,036	\$101,013	\$87,173
- Private Investment Leveraged	\$12,622,178	\$8,725,234	\$6,875,000
- Projected New Jobs	63	89	30
- Retained Jobs	219	119	135
- Cost Per Jobs Created/Retained	6,634	7,770	12,151

More Than \$67 Million Loaned Since 1978



2009 Loan Recipients

SESCO PRINTING, INC.

ALEXANDRA'S BOUTIQUE

STUDIO VOGUE

ROSS MATTHEWS MILLS, INC.

BELLA RESTAURANT

BELL GARMENT

F.R. REDEVELOPMENT AUTHORITY

SORIYA MARKET

HATCH SCIENCE

JOHN'S AUTO SERVICE

SANTA CECELIA, INC.

NUORTHO SURGICAL, INC.

A & F VENDING CORP.

*ENVIRONMENTAL CLEANING
PROFESSIONALS*

MAPLEWOOD LAUNDROMAT

VINTAGE CORP.

FANEEK'S CONEY ISLAND

PRODIGY

LANGFIELD CHIROPRACTIC

JEWELRY BY LEEZA

LT. STAFFING, INC.

SILVA-FARIA FUNERAL HOMES

FACIALS BY GRACE

AMARAL'S CENTRAL MARKET

ADVANCED DENTAL SPA

Tax Increment Financing (TIF)

- 22 active projects
- 1,673 projected new jobs
- 957 retained jobs
- \$90,704,638 projected private investment



Overall TIF Impact

- 59 approved TIFS
- 3,854 new jobs projected
- 5,697 retained jobs
- \$284,710,379 of projected private investment

FALL RIVER COMMERCE PARK

FALL RIVER INDUSTRIAL PARK


TENANTS

- A.J. Wright Distribution Center
- AA Precision Machine Co., Inc.
- Adams Media Corporation
- AFGD Glass, Inc.
- Alert Ambulance Service, Inc.
- Allied Waste Systems
- American Dryer Corporation
- Arctic Cold Storage Corporation
- Atlantic Lighting
- Austin Ross Construction, Inc.
- Bee Fiberglass
- Best Western
- Blount Seafood Corporation
- Bristol Tape Corporation
- C.H. Yates Rubber Corporation
- City of Fall River Fire Dept. Complex
- Coast to Coast Medical, Inc.
- Complete Recycling Solutions, LLC
- Continuum Energy Technologies, LLC
- Corporate Image Apparel, Inc
- Cowles & Medeiros
- Eastern Ice Co., Inc.
- Engineered Control Systems
- Engineered Yarns Company
- Fall River Manufacturing Co., Inc.
- GA Rogers
- Hatch Science
- Homans Associates, LLC
- Homeland Builders, Inc.
- Industrial Wood Finishing Company
- IQF Custom Packing, Inc.
- Isis Medical
- JS International, Inc.
- Kinetic Concepts, Inc.
- Lightolier
- Logistics Management, Inc.
- Marshall Paper Tube Company, Inc.
- Millstone Medical Outsourcing
- Nova Records Management
- Nu-Chrome Corporation
- Oliver's Restaurant
- Paricon Technologies Corporation
- Pearson Pilings, LLC
- Pella Windows, Inc.
- People, Inc.
- Precise Packaging, Inc.
- Precision Handling Devices, Inc.
- PrimeCare Services, Inc.
- Quantum Catalytics
- Raw Sea Foods, Inc.
- Rex-Cut Products, Inc.
- Robbins Manufacturing Company
- RPI Printing
- Russco, Inc.
- Silver Line Building Products
- Smart Move Conveyors
- Swim-Ex
- Tech-Etch, Inc.
- Tees Plus
- Verizon Communications
- Vianix
- Victor Innovative Textiles
- Viveiros Insurance Agency
- WRH Industries, Ltd.
- Xemplar Pharmaceuticals


Project Management

Significant Projects

- Design development, project permitting, infrastructure improvements and marketing of Fall River Industrial Park and Commerce Park to accommodate more than 5 million s/f of development and 6,500 employees
- Creation of five economic opportunity areas within City to facilitate Tax Increment Financing and to facilitate \$285,000,000 of private investment and 9,000 new and retained jobs
- Initiation and oversight of eminent domain for the creation of the UMass Dartmouth ATMC
- Initiation and oversight of eminent domain for 120,000 s/f \$45 million Meditech facility

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- Development of an Arts Overlay District in the Downtown Central Business District and Waterfront to facilitate the growth of the creative economy
 - Purchase and rehabilitation of the 75,000 CWT for UMass Dartmouth and other tenants
 - Design, development and construction of the Fall River Carousel
 - \$5 million in grant funding secured for project design and management for Streetscape Improvement projects for Columbia Street, North and South Main Street, Davol Street, Central Street, Water Street and Pleasant Street
 - Securement of \$2 million in grant funds for project oversight of construction of the Boardwalk walk from Heritage State Park to Bicentennial Park
 - Securement of grant funds and project oversight for replanting of Kennedy Park as an Olmsted Park

- Oversight and management of Fall River Redevelopment Authority
- Oversight of the 824 public parking spaces within the Third Street and Pearl Street Parking Garages and flat surface lots
- Project planning and siting of a new \$76 million, 140,000 s/f Superior/District Court House on South Main Street
- Siting, permitting and construction of 1.3 million s/f Stop & Shop Distribution Facility in Freetown
- Oversight and completion of Mount Auburn Study resulting in the Identification of several Key Target Sectors
 - Bioscience
 - Renewable Energy
 - Health Care
 - IT Enabled Business
 - Distribution Facility Recruitment
 - Niche Manufacturing

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- Worked with Federal, State, City and local governing bodies to secure more than \$100 million for the design and development of 3 million s/f in the 300-acre SouthCoast Biopark and construction of a new ramp off route 24
 - Creation of Research and Overlay District Zoning language to help facilitate Bio-manufacturing and research and development within Fall River Commerce Park, Industrial Park, Biopark and SouthCoast Technology Park (ATMC site)



2009 – 2010
Major Economic Development
Opportunities

- Fall River Energy Enterprise (FREE)
- SouthCoast Biopark and Freetown Riverfront
Business Park
- Fall River Waterfront Development
- Downtown/CBD Development

Need to Create Economic Development Opportunities

❑ Fall River/Freetown Economic Opportunities

- SouthCoast Biopark
- Freetown Riverfront Business Park
- Region's solution to new job growth, business retention, business expansion and business recruitment

SouthCoast Biopark

- The recently approved 300-acre site will accommodate up to **3 million square feet** of development
- The property is properly zoned to accommodate our target sectors of biotech manufacturing, medical device, manufacturing, life sciences, distribution and IT; and is
- adjacent to existing all utilities and can accommodate water usage of 3.0 – 4.0 mgd.

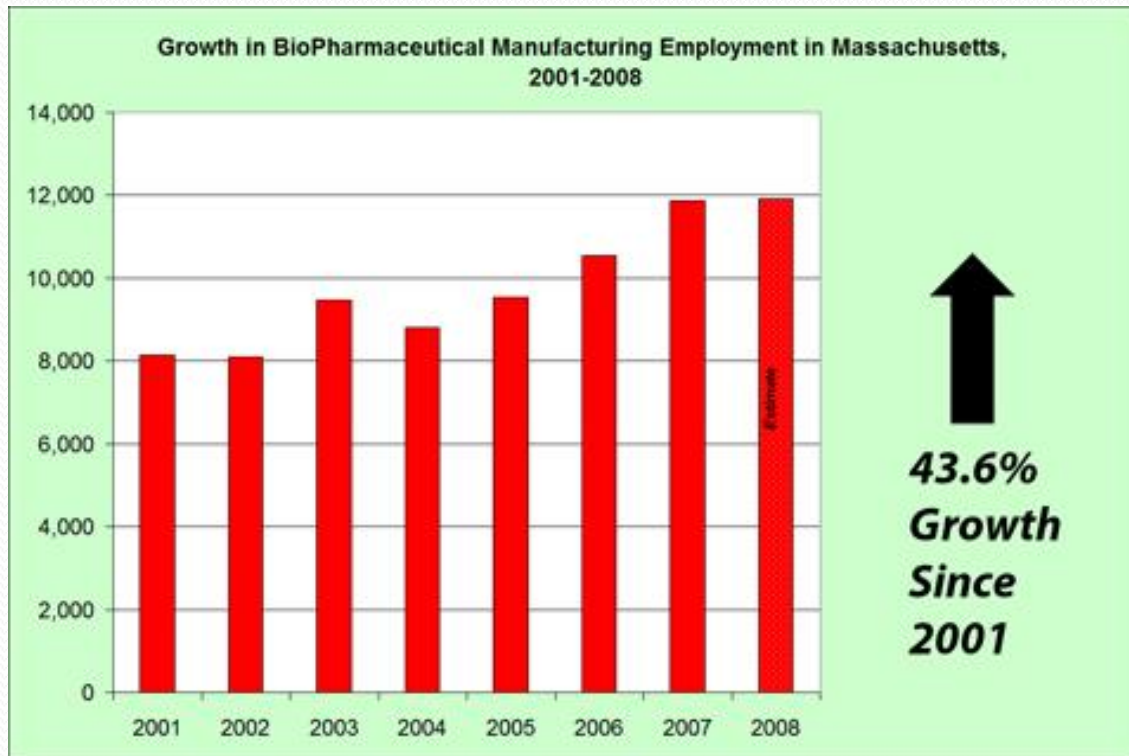


SouthCoast Biopark

Why?

- From local perspective, the Bio-tech sector is an emerging growth sector
- From Bio-tech sector, the SouthCoast Biopark offers the following:
 - Properly zoned and pre-permitted development sites
 - Lower cost wage structure as compared to the Routes 128 and 495 employment belt
 - Unmatched water and sewer capacity at rates 50%-100% lower than Cambridge, Allston and Framingham
 - Lower commercial real estate tax rates
 - Room to expand.

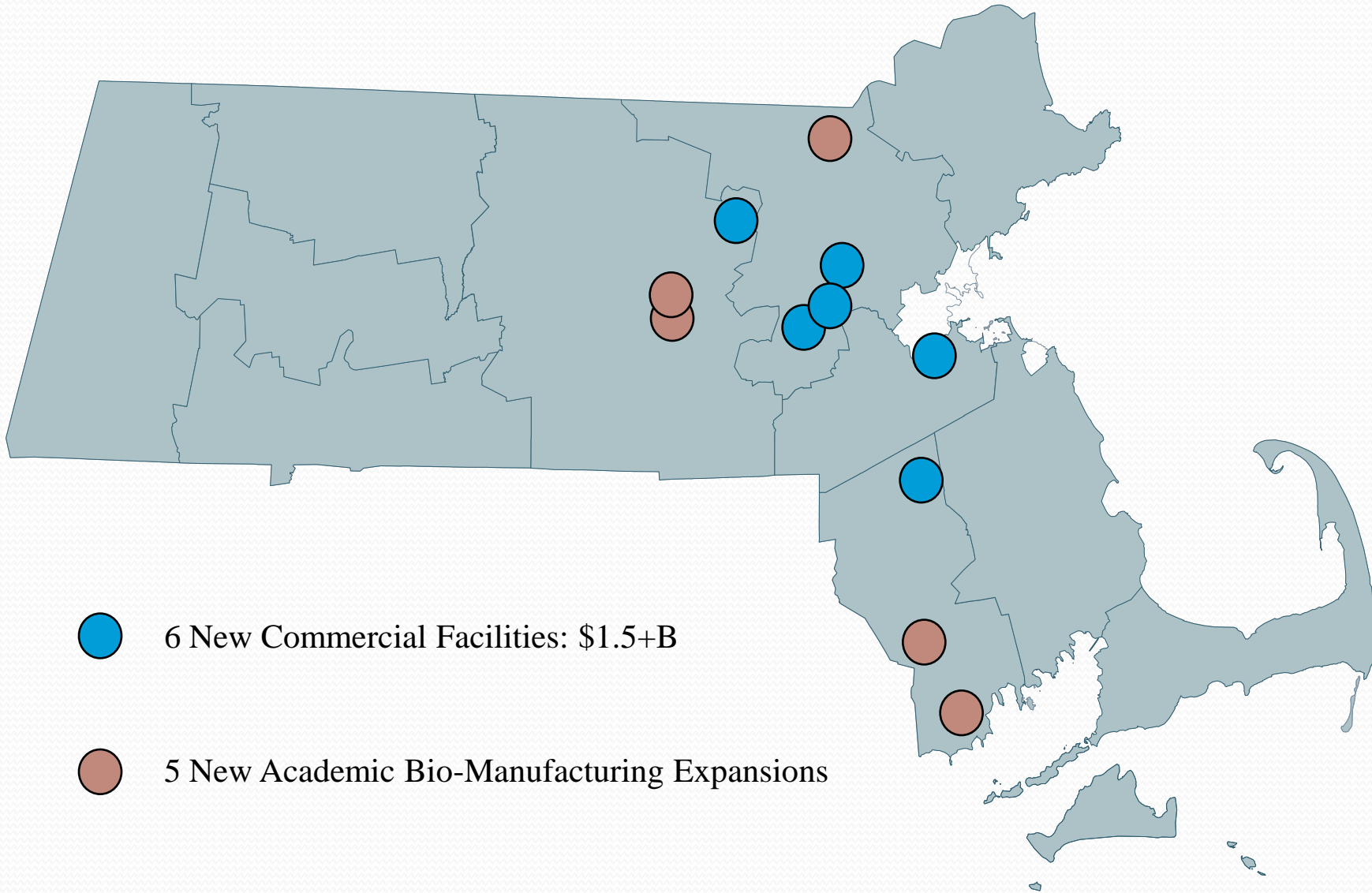
Massachusetts Biomanufacturing Employment Continues Growing



Increases in 2009
BMS Devens hiring continues
Shire announces expansion
Sanofi Pasteur re-starts Acambis vaccine facility
Organogenesis expansion

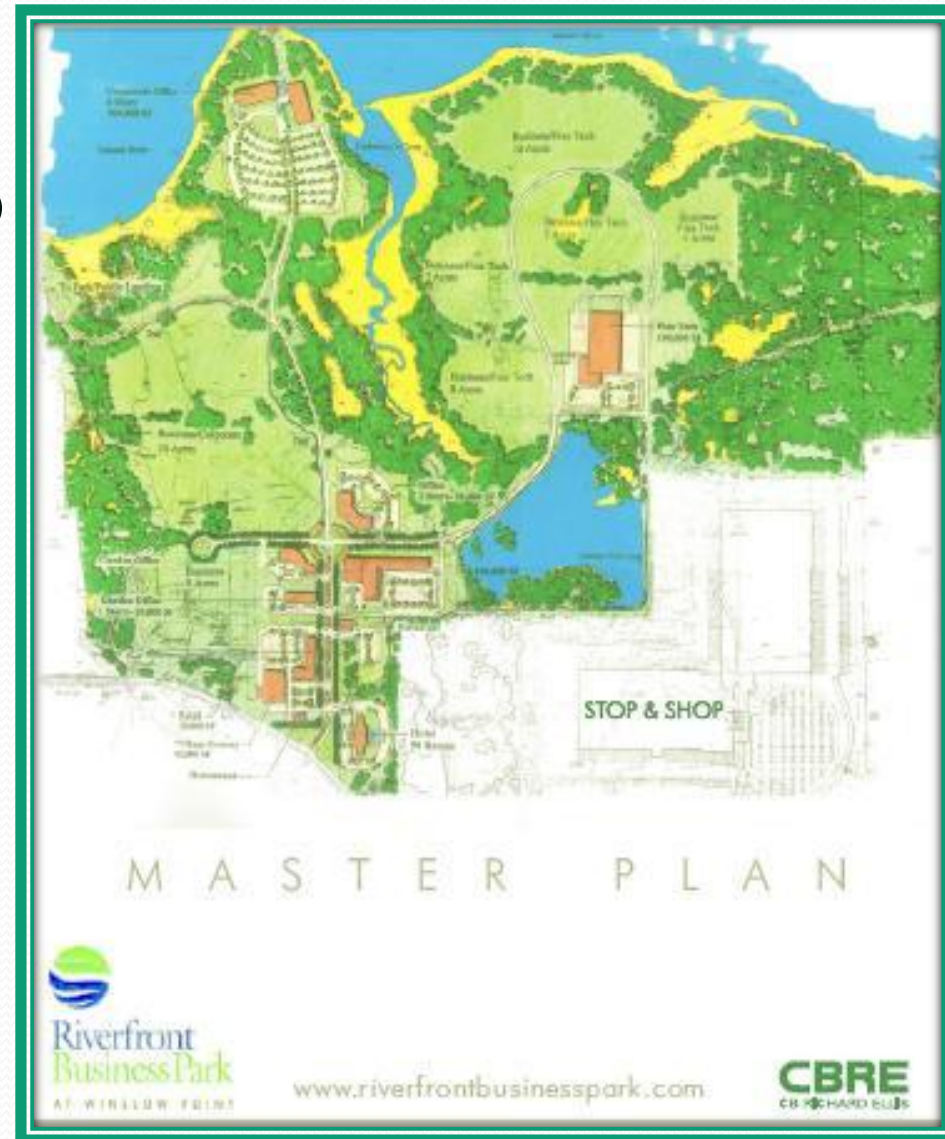
Source: U.S. Bureau of Labor Statistics, County Business Patterns, 2001-2007;
Massachusetts ES-202 report, 2008; MBC analysis

Recent Results in Massachusetts




Freetown Riverfront Business Park

- In addition to the **1.3 million square foot Stop & Shop** Distribution facility, the Riverfront Business Park is properly zoned to accommodate a 1.2 million square feet of distribution, office and industrial development on 260 acres



SouthCoast Economic Development Opportunities

- Cumulative employment and revenue benefits of the SouthCoast Biopark/Freetown Riverfront Business Park
 - 11,000 jobs
 - 560 developable acres / 4.2 million square feet
 - \$460 million annual payroll
 - \$20.6 million state income tax
 - \$750 million (minimum) in private investment



This is in addition to the Fall River Industrial & Commerce Parks' cumulative benefits and positive Impact on Fall River which represents

- Over 6,500 Employees
- Over \$250 Million in Annual Payroll
- Over \$100 Million in Capitol Expenditures since the Year 2000
- Over 15,000 Visitors with more than 2,500 Annual Hotel Stays
- Over \$35 Million in Local Services per Year
- Over \$14 Million in Local Utilities per Year
- Over \$1.5 Million in Annual Real Estate Taxes

WATERFRONT DEVELOPMENT

- ❑ The redevelopment of the State Pier, the relocation of Route 79 and the cleanup and redevelopment of the City Pier remain as the most important waterfront revitalization projects left to be implemented.
- ❑ Towards this end, FROED has been working diligently to secure more than \$600,000 in Seaport Council Bond and MassDevelopment Funding and seeking the release of more than \$8 million in Federal Funding to (i) clean up the City Pier site for development as a municipal marina, (ii) relocate Route 79 to create additional land for development and (iii) redevelop the State Pier for marine and non-marine related uses.

Waterfront Development

Route 79 Reconfiguration:

- In 2002, the City of Fall River finalized the Fall River Harbor and Downtown Economic Development Plan, called for the reconstruction of Route 79 and Davol Street to create 8 to 10 acres of primed developable land along its waterfront.
- It is anticipated that the acreage created along the new boulevard would accommodate a new waterfront hotel, small marina, restaurant, retail space, office and parking areas.
- Whereas FROED helped the City of Fall River secure more than \$8 million in federal funding for this project. The funds were deposited with the Commonwealth who let \$4 million revert back to the Federal government.

Reconstructed Route 79
Fall River, Massachusetts

Existing



Alternative B



WATERFRONT DEVELOPMENT

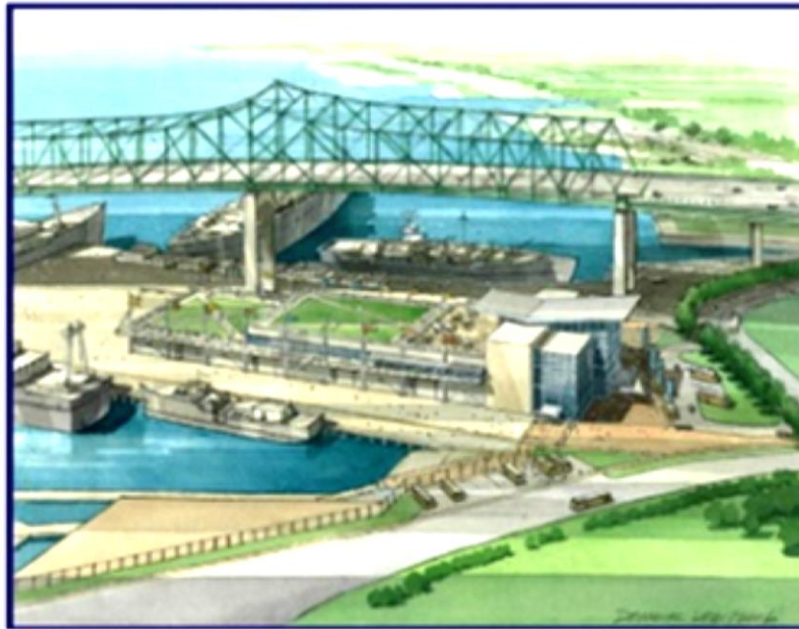
❑ STATE PIER PROPOSED SOUTH BASIN IMPROVEMENTS



WATERFRONT DEVELOPMENT

❑ STATE PIER

ARCHITECTURAL RENDERING OF THE PROPOSED FALL RIVER MULTI-USE FACILITY FALL RIVER, MASSACHUSETTS

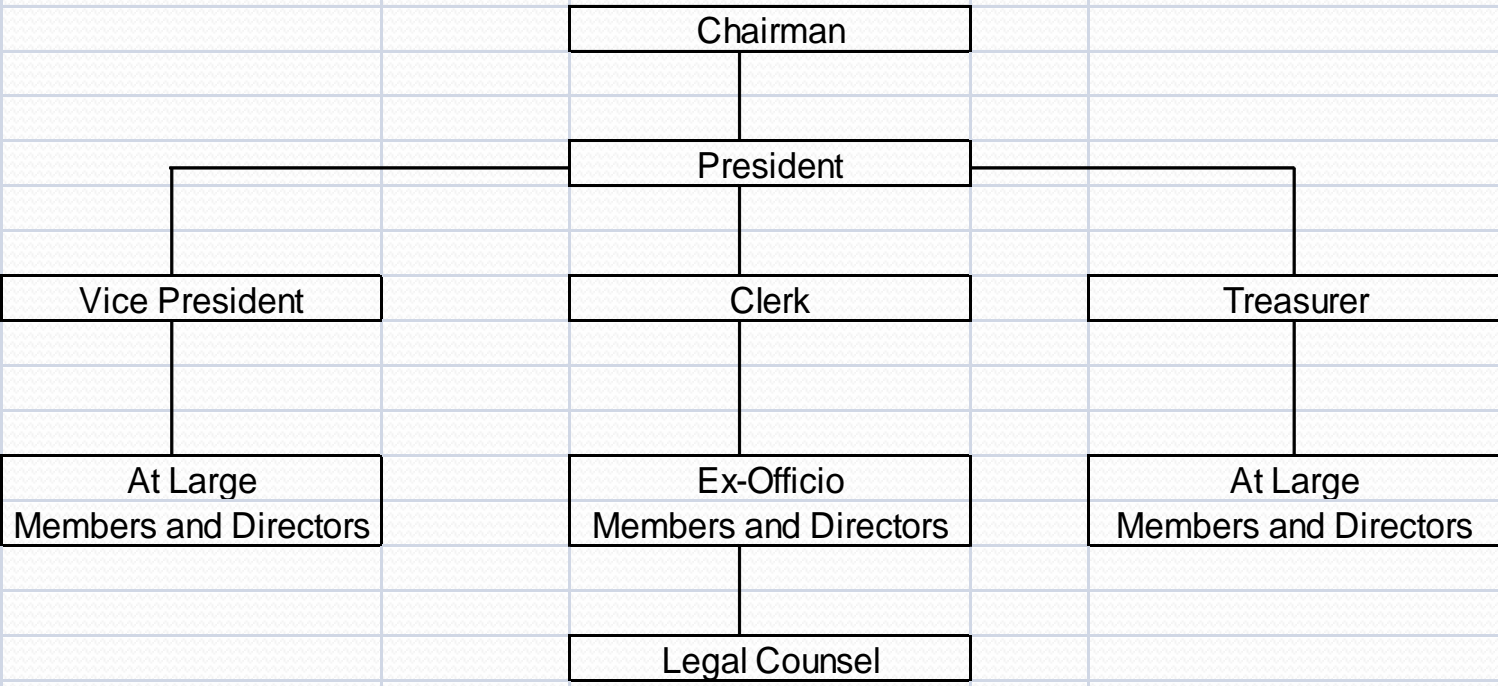




**FALL RIVER OFFICE OF
ECONOMIC DEVELOPMENT**

ORGANIZATIONAL STRUCTURE

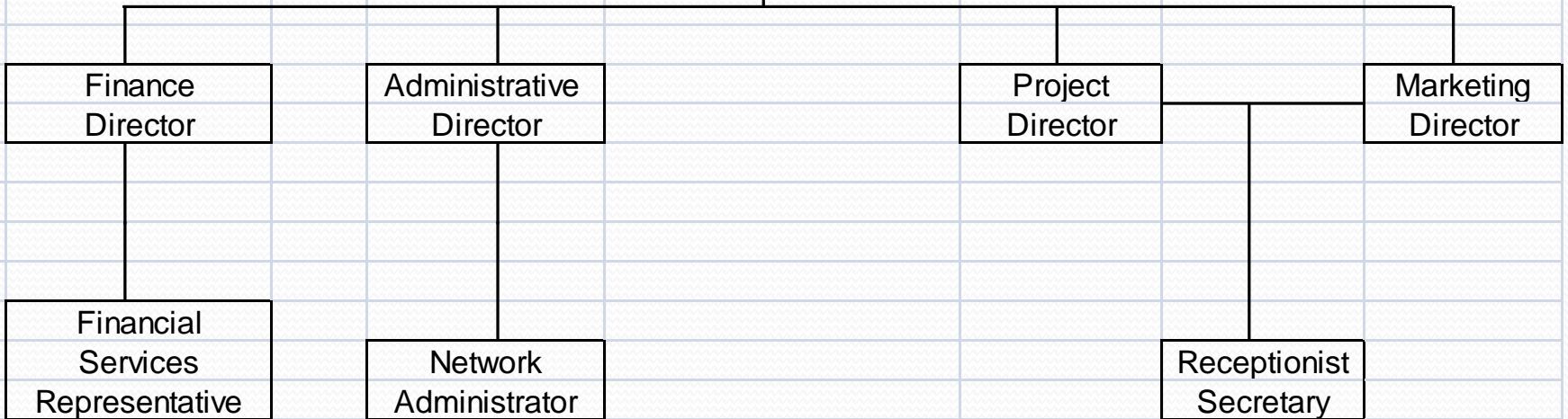
Jobs for Fall River, Inc.
Board of Directors



1998
Jobs for Fall River, Inc.

Organizational Staff Chart

Executive
Vice President



2009
Jobs for Fall River, Inc.

Organizational Staff Chart

Executive
Vice President

Finance
Director

Administrative
Director

Financial
Services
Representative

Network
Administrator

JOBS FOR FALL RIVER, INC.
COMMUNITY DEVELOPMENT AGENCY
FUNDING

1996	CDA Administration Allocation	\$300,000
1997		\$300,000
1998		\$300,000
1999		\$270,000
2000		\$270,000
2001		\$269,000
2002		\$231,000
2003		\$267,375
2004		\$245,375
2005		\$245,375
2006		\$245,375
2007		\$197,375
2008		\$167,769
2009		\$167,769



FALL RIVER OFFICE OF ECONOMIC
DEVELOPMENT

ORGANIZATIONAL NEEDS

SUGGESTIONS

- STAFFING – need to incrementally rebuild and increase the FROED staff from five to eight so as to function effectively
- FY11 – Add \$130,000 to FROED budget to fund the Business Development and Project Manager positions at \$65,000 each Inclusive of benefits
- FY12 – In addition to maintaining the \$130,000 FY11 commitment, an additional \$50,000 line item inclusive of benefits, should be allocated for the Business Retention Specialist

MARKETING – Commit to a three year \$50,000 allocation to effectively market the City for economic development and job creation/retention opportunities

- An annual \$50,000 marketing allocation will allow FROED to develop appropriate collateral materials, develop and implement a strategic marketing campaign for previously identified areas of growth

Staffing and Marketing budgetary impacts

FY 10	\$167,769	
FY11*	\$167,769	
	+ <u>\$130,000</u>	Business Development & Project Manager
	\$297,769	
	+ <u>\$ 50,000</u>	Marketing
	\$347,769	Total
FY12*	\$347,769	
	<u>\$ 50,000</u>	Business Retention
	\$397,769	
FY13*	\$397,769	

* Proposed