

To: Dennis
From: Peter
Date: December 16, 1982
Re: Accomplishments in Southeastern Massachusetts/Economic Development

1980 Accomplishments

Assisted City of Fall River and Aetna in securing UDAG financing for a parking garage and additional expenses due to the downtown site chosen. \$2.2M in UDAG funds helped persuade company to consolidate 750 jobs and create 250 new ones in the downtown rather than in a fringe area. (Approval announced by us 5 days after Paul's visit to Fall River.)

Got the Small Business Administration to translate some of its publications on starting a small business into Portuguese for a conference sponsored by SER, Inc, a nonprofit group assisting the Portuguese community of Fall River with jobs and educational programs.

Won SBA certification of a minority small business, Computer Engineering Associates, Inc. of Avon after SBA had rejected them three times, despite compliance with agency regulations. (While this story has gotten around in the black community thanks to the company, SBA still bristles at the mention of this case.)

Helped Project Triange in Malden, a community-supported non-profit group serving the mentally-handicapped, overcome numerous bureaucratic problems at HUD to construct a new residence for the handicapped in Malden with \$400,000 in HUD funding.

After much lobbying on behalf of several cities, Brockton, Attleboro and Essex County were awarded Urban Parks and Recreation Recovery Grants for park rehabilitation. (This was covered by the Herald. Pittsfield felt their application was unfairly rejected, however, as did 8 other cities.)

Assisted Nantucket Selectmen in their efforts to buy the Tom Nevers Head Naval Base from GSA. When the Base Reuse Committee was unable to secure site plans from the federal government so that they could plan future development, we got Navy microfilm plans reproduced and sent to the Town by Navy officials from Philadelphia. (This base has become somewhat controversial on Nantucket now because it is sitting undeveloped after a \$500,000 town investment.)

After active lobbying with the Labor Department, the Wareham Dam Project was approved with \$1.5 Million in CETA funds for rehab of the dam via a youth project. After funds were awarded via New Bedford CETA, the Labor Dept. froze the projects and and the Reagan budget cuts in 1981 eventually killed it.

Supported, assisted and attended kick-off event for BRACE Brockton Residents Act to Conserve Energy, a 10-week intensive weatherization program with \$45,000 in state energy funding for energy cons. kits for low-income residents.

Helped Braintree locate a federal surplus generator for its resource recovery plant. Town got it from Defense Department for shipping costs.

Attended opening of Academy Building which I believe our office assisted with historic preservation certification through the Interior Dept. John M. Corcoran was the developer of this elderly housing project which is a landmark in downtown Fall River.

After intense and extensive work with the Community Services Administration, we won approval of a \$350,000 grant for a two-year energy conservation program to be run by the Cape & Islands Self-Reliance Cooperative, Inc. It was announced the last day of Carter's term.

Worked to save the Defense Contract Administration Services Region from closing and being moved to New York, saving 560 jobs of an agency which is known for efficiency in paying defense contractors in New England for their DOD work. Political pressure from us and others caused the final decision to be put on hold by the Carter Admin.; Reagan defense increases caused DOD to drop the consolidation idea altogether.

Assisted Capeway Seafood Inc. of New Bedford win a UDAG for \$553,000 for \$2.9 million private-funded expansion for 100 new jobs to process underutilized species of fish.

Assisted developer of old Cuticura Soap Factory, converted into elderly housing in a very successful project in Malden. Building has historic value.

Worked with East Bay Development Co. to assist with federal and local governments resulting in the rehabilitation of the old Jordan Marsh Building/Dowling Office Bldg. in downtown Malden, which is now occurring. New office and multiple retail tenants are being brought to the downtown.

When Massport nearly lost an \$8million bid for work at the new South Boston Marine Terminal because of delays in securing a Corps of Engineers permit, we intervened and got various agencies to resolve their differences so project could proceed and would not have to be re-awarded to the next bidder at \$1million in additional cost.

Supported funding for the Hudner/Nobby Buildings in Fall River. Project is now complete. Ed Brice developer. HUD funding had been delayed and additional funds were needed which were provided after a meeting at HUD with Mayor Viveiros & Brice.

When the Economic Development Administration held up \$1.8 million already awarded to the City of Taunton for the Miles Standish Industrial Park because of sewage issues and a required EPA certificate, we worked with Cong. Heckler for a compromise to resolve this logjam and allow the project to proceed.

Won Corps of Engineers approval of a public hearing for Route 25 in Bourne in 1980 when environmental issues were very much unresolved. The hearing was not held because of a court ruling calling for a new EIS, which resulted in near-unanimous opposition for the state-proposed route, in favor of the "upland alignment" in 1982.

Assisted Claremont Co. in New Bedford with HUD funding for housing projects in Dartmouth, Ludlow and Southwick which were approved.

Assisted Town of Braintree with information on the Economic Regulatory Administration's Petroleum Substitutes Entitlement Program which brought \$500,000 in additional revenues to the town because of their energy-saving resource recovery plant.

Assisted in securing approval of \$2.1 million Economic Development Administration state pier project grant for Fall River. Mayor Viveiros met with Paul on this.

1981 Accomplishments

Assisted Selectmen in the Town of Dudley in putting together their Community Development Block Grant application which was funded by HUD for a home rehab program.

When the Federal Highway Administration balked at providing final approval on an \$8.4 Million parking garage for downtown Malden because it was so expensive, we got the FHWA to approve it so that the project could proceed. The garage will open in the spring and is one of only two or three in the state funded by FHWA and the Mass. Dept. of Public Works.

Secured Certificate of Competency from SBA for Computer Engineering Associates of Avon resulting directly in the award of a Navy contract for computer services.

Assisted developer Fred Alpert on a variety of financing issues and secured historic preservation certification and a \$400,000 UDAG for the first 27 market-rate housing units to be built in the New Bedford Historic District near the Downtown. Project also contains 5 low-income elderly units subsidized by the developer (no Section 8).

When Urban Parks grant funding was held up for several communities due to a freeze by the Reagan Administration, we were able to free up funds for Boston and Attleboro so that their projects could proceed and final funding was released.

Assisted Rep. Greg Sullivan's office with information on National Highway Safety Council and the Governor's Highway Safety Council, which ultimately awarded a grant to the Town of Norwood for traffic safety equipment.

Assisted Brockton Regional Chamber of Commerce, Plymouth Industrial Commission and Attleboro Community Development Department to become certified as SBA 503 Development Corporations so that SBA funds could be provided to local small businessmen. Also assisted Bay Colony Development Corporation.

Assisted Island Elderly Housing, Inc. of Martha's Vineyard to secure funding from the Farmers Home Administration for an elderly housing project. Worked through the Assistant Administrator of FmHA.

After an 11 month delay in payment for engineering services to the Navy, we were able to secure payment within a few days for E. J. Flynn Engineers, Inc. of Middleboro.

Initiated and developed Local Development Corporation for the City of Everett with the Everett Chamber of Commerce and Mayor Connolly. Bankers are now in the process of "buying" shares in the corporation, which has been approved by the Legislature and Governor to assist Glendale and Everett Squares.

After major delays, secured favorable decision on permits from Army Corps of Engineers for Cabot, Cabot & Forbes industrial development in Woburn.

Assisted Chimney Doctor, Inc. of Malden, a chimney sweep firm, with payment delays from the National Park Service. Got payment issued same day as called.

Assisted Flammia Brothers of Medford, auto repair company, in securing Certificate of Competency from SBA in order to qualify for a major GSA vehicle repair contract which was awarded shortly thereafter.

Assisted Sterlingwale Corp. of Fall River by getting IRS to issue a \$200,000 refund due this company which was a month overdue (IRS had to respond in 60 days but had not responded 90 days after submission of refund request.)

Got Falmouth Sewage Design Grant of \$1.5 million released by Environmental Protection Agency the day before the deadline for new regulations that would have reduced the grant award from 75% federal share to a lower amount (60%, I think.)

When bureaucratic problems held up over \$600,000 in payments from EPA to the City of Malden to reimburse the City for the federal share of several sewer projects, we got the agency to issue an immediate \$458,000 partial payment while the remaining issues were being worked out.

Actively worked on the following UDAGs (Can provide details, if needed):

Phalo Corp., Fall River, cable mfr., 200 jobs, \$1M UDAG, \$3.7M private.
Aetna Corp., Fall River, ins. co., 1,000 jobs, \$2.2M UDAG, \$12.2M private.
Mal's Market, Malden, supermarket, 115 jobs, \$378K UDAG, \$2.1M private.
Carabetta Luxury Housing, Malden, garage, 45 jobs, \$3.1M UDAG, \$11M private.
Prof. Office Bldg., Malden, 50 jobs, \$105K UDAG, \$546K private.
Metro Plaza, Malden, office bldg., 1000 jobs, \$2.5M UDAG, \$20M private.
Ferry St. Ofc. Bldg., Malden, \$320,000 UDAG, \$2M private., 100 jobs.
Capeway Seafoods, New Bedford. 100 jobs, \$553K UDAG, \$2.8M private.
Acushnet Capacitor, NB. 75 jobs/275 retained. \$300K UDAG, \$1.4M private.
Plumbers Supply, NB, housing. 20 jobs. \$400K UDAG, \$1.8M private.
Old Colony Bank Bldg., NB, 183 jobs. \$500K UDAG, \$8.6M private.
Monarch III Ofc. Bldg., Quincy. 716 jobs. \$2M UDAG, \$30M private.
Attleboro Shopping Village, retail, \$165K UDAG, \$632K private.
Southbridge Edwards Block/Whitford Bldg. \$423K UDAG, \$2.2M private.
Taunton, Bloom Bus Terminal, \$365K UDAG, \$2 million private.
Quincy, 100 Newport Av., Peabody Const., \$1 M UDAG, \$11M private.

Other projects before I joined staff that we may have been involved with:

Brockton parking garage & 7 firms. 92 jobs. \$1M UDAG, \$3M private.
Fall River mall/garage, 225 jobs. \$1.6M UDAG, \$4.1M private.
New Bedford, Frionor, Inc. fish processor. 200 jobs. \$1.6M UDAG, ? private.
Quincy, Stop & Shop HQ/Campanelli. 743 jobs. \$3.8M UDAG, \$11.2M private.
Webster, Bates Shoe Inc., 50 jobs. \$210K UDAG, \$902K private.
Webster, Commerce Group Inc., 77 jobs. \$400K UDAG, \$1.6M private.

Before using any UDAG info, be sure to check with us so that we can check that facts from HUD and our files are correct. Many of these projects change substantially after the grant is awarded.

1982 Accomplishments

Assisted Ideal Tape Co. of Lowell, a small business, by getting the Air Force to cancel a bid solicitation which has already been published but which would have excluded Ideal's product. The Air Force agreed to test Ideal's product to see if it could meet military specifications and include it in the re-bid solicitation. (I don't know if Ideal got the bid, but I'll contact them if you're interested.)

Actively supported and won approval of a \$200,000 loan at 3% interest from the Small Business Administration for Malden's Project Triangle, a non-profit operation employing over 200 handicapped persons to do industrial work on a subcontracting basis for several hundred companies, including GE, Gillette, etc. Loan was for new production equipment.

Won battle with Office of Management & Budget to get release of proposed regulations to finance shoreside facilities for commercial fishing. It does no good to have a 200-mile fishing limit and vessel loan guarantees if there are inadequate processing, on/off-loading, icing facilities, piers, etc. Final regulations should be approved shortly. (Missy is working on final regs.)

20% of the national budget for the Urban Parks and Recreation Recovery Program were awarded in Massachusetts. Over \$1 million of the \$5 million in Innovation Grant Awards Funds were shared by Brockton, Revere, Boston, Somerville and two other cities with our support, so that they can develop innovative approaches to park and recreational activities under Proposition 2½.

Actively supported efforts to secure funding for the Brightman St. Bridge in Fall River/Somerset. Attended session with Cong. Frank & Cong. Howard, Chairman of House Transportation Committee, and joined in joint letter to Sec. Lewis.

Advised small business entrepreneur (Meryl Roderick of Fall River) on ways to appeal two SBA District Office loan rejections, resulting in a reversal of those decisions by the Regional Administrator. The guest house/restaurant is now open.

Assisted the Bourne Housing Authority in securing a commitment from the HUD Area Office to make additional subsidy available via a \$360,000 amendment to their \$3.8 million grant award for the construction of a 60-unit elderly housing complex.

Assisted a small businessman (painting contractor) unable to do work for the Navy in Newport, RI because the project exceeded his bonding limit, by arranging for meeting on SBA's Surety Bonding Guarantee Program which is meant to get smaller contractors into larger jobs.

Assisted Aunyx Mfg. Co. of Hingham cut through the maze of appeal processes at GSA, SBA, GAO when their bid for GSA work was rejected, including setting up and attending meetings. Firm is getting one last review at GAO at this time.

Assisted General Ophthalmic Corp. of Southbridge with SBA loan problems, resulting in reversal of a previous SBA rejection.

Assisted Instar, a computer records storage company, with an SBA ~~502~~ loan guarantee and UDAG for expansion of their business in Malden.

Assisted minority CPA firm to receive approval of SBA Regional Office for 8(a) minority contracting certification and expect Central Office Approval in the next few weeks. Company had been getting the run-around before coming to us.

Assisted Notre Dame Fire Victims in Fall River's Flint Neighborhood with benefits from SBA. (I have access to loan statistics, if needed.)

Assisted Island Council on Aging and Secretary of Transportation Carlin by freeing up Round 7 funds from the Urban Mass Transp. Admin. so that the state could award funds to Martha's Vineyard and others for elderly/medical/handicapped transportation programs.

Despite District Office advice to the contrary, Tech-Built Homes of Dartmouth sought our help in getting an appeal of his loan rejection. The appeal was immediately arranged and it is expected that the loan may be approved shortly by the Regional Office.

UDAG Applications on which I have worked in 1982 include:

- Malden Gardens, housing/garage. \$1.25M UDAG, \$7.6M private.
- Medford Hotel (awarded, but not accepted) \$1.7M UDAG, \$15M private.
- Malden Storefront Rehab. \$377K UDAG, \$2.5M private.
- Malden, Harlou-Instar Co., \$102K UDAG, \$900K private.

L. Dawid K