

To: Dennis, Missy, & John

From: Andy

Re: Monthly Reports, August, 1982

PROJECTS

1) The Growth Opportunity Alliance of Greater Lawrence (GOAL) continues to be the major project on my agenda. GOAL is aggressively getting the attention of the local business community, as well as some national media. Their purpose is to bring the teachings of Dr. Deming (statistical quality control and employee involvement programs) to businesses. I believe that these issues are necessary (although not necessarily sufficient) if America is to regain/maintain its competitiveness in world markets.

I have chosen this project for two complimentary reasons: 1) it is vital that we follow up on the Japanese speech^{W. H. R.} cogent legislative initiatives that reflect an underlying policy towards industry. It has been stated that America needs a Gov't/Industrial policy, and if that is so, we are in an excellent position to take the lead and develop one. GOAL provides a forum to discuss these ideas with the private community and sort out the proper roles for the private sector, the educational establishment, and the government. 2) GOAL offers us the opportunity to tie our efforts with their outreach and gain greater awareness of our efforts. Hopefully, GOAL will begin to tap the labor side and increase our contacts with organized labor. As of now, this has not happened, but GOAL states that this is a high priority.

For these reasons, this will remain a major project and should provide a link to the private sector on an issue that is beginning to captivate the national press.

On Lesser Note

2) We are trying to co-sponsor an export trading conference with the Greater Lawrence Chamber of Commerce. Larry Smith of the Chamber has compiled a list of 200 plus manufacturers in the Lawrence area and plans to get as many as possible at the workshop. What is currently holding back any progress is trying to find a date in November when Paul can do the opening kick-off. Although the conference is not dependent on Paul's attendance, the first choice is to have him there. So, this project will accelerate after a date is established.

3) The Lowell National Park is experiencing problems with local companies in an attempted land swap. The purpose is to provide parking (and increase tourism) for the park. However, Compo and Westgate have held up the closing date for three months and the whole deal could go down the tube. Phone calls and meetings may persuade these companies to compromise, but there has been little movement so far.

4) Enclosed is a copy of the new Northern Middlesex Chamber Business Review with a piece on the Local and National Economy. It took up more time than it should have but kept the Chamber pleased.

5) Nondas Lagonikas, of Danvers, is trying to get help from us (and others) to find bucks for his burned out business. The property was (apparently) underinsured and he has been quite active in getting the attention of local, state, and federal government workers to help ~~h~~ his cause.

VISITS

Defense Contracts Administration Service (DCASR)
UDAG meetings: Salem, Lawrence, Methuen, and Chelsea
Danvers Town Manager and Community Dev.
Woburn Mayor and Community Dev.
Newton Community Dev
Ayer/Montachusetts Planning Commission
Lexington Town Manager
Newburyport Mayor and Community Dev.
Danvers' Bankers Mtg.
SBANE-Exec. Director
Winchester Chamber of Commerce
Methuen Mayor

On Going Meetings

GOAL
Lawrence Strategy
Step Up With Lynn

Next Month

Brookline
Newton
Northern Middlesex Chamber
Prince Co.