



THE PROSPECTIVE

Volume 2 Issue 3

March 11, 2009

“Competing in the 21st Century: Navigating the Global Marketplace”

EDA's Core Mission

To lead the federal economic development agenda by promoting innovation and competitiveness, preparing American Regions for growth and success in the worldwide economy

On Wednesday, February 25 from 9 a.m. to 4 p.m., The Commerce Department's International Trade Administration, in partnership with the Economic Development Administration, the Minority Business Development Agency, and several strategic regional partners, presented a one-day seminar that highlighted the broad range of international opportunities in the Western Hemisphere, created through the success of existing free trade agreements in the region. The seminar took place at Temple University in the new wing of the Fox Business School, MBA Commons Auditorium.

Ongoing advances in innovative technology have created unparalleled prospects for U.S. companies in the international arena. The morning session focused on the business perspective, while the afternoon session concentrated on educational institutions and organizations serving the academic community.

Inside this issue:

ITA & EDA Team Up To Promote Exporting In Our Region 1-2

Seminar participants engaged senior government representatives, including PRO Regional Director, Willie C. Taylor, and leading experts from the private sector and academia, on key issues related to the U.S. economy and its relationship to the global marketplace. Mr. Taylor emphasized the importance of U.S. exports to the economy and how they support job growth. The program included keynote speakers, panel discussions, and one-on-one meetings.

EDA HQ Staff Visit The PRO 2

PRO Economic Development Specialist, Kia Booker, served as facilitator of a session specifically designed for special guests, students from the William W. Bodine High School for International Affairs in Philadelphia, PA, which is also her alma mater. The session focused on career paths in government and international affairs.

Bob Brown Retires after 30 years of Federal Service. 3-4

The Western Hemisphere is an ideal export market for potential entrepreneurs, as well as existing U.S. companies. For example, the North American Free Trade Agreement (NAFTA), in part due to geographic proximity, has given U.S. products a substantial competitive edge over goods from other countries. The purpose of this event was to increase the knowledge of both established and potential business owners concerning export opportunities in the Region and to increase their understanding of the overall benefits of free trade. Each speaker provided a practical overview on the fundamentals of doing business with our trading partners, which is key to developing a successful export strategy. Presenters also discussed the broad range of career opportunities in the fields of international affairs and trade policy.

Thank You &
Best Wishes to:
Matt & Darrin—
Drexel Interns - 5

This event was held in partnership with Temple University's Innovation and Entrepreneurship Institute (IEI), and the Center for International Business and Education and Research (CIBER).

EDA HEADQUARTERS' TEAM VISITS PRO

The Philadelphia Regional Office (PRO) hosted Libby Jones, Donnis Crump, and Eartha Ball from the EDA Headquarters' Office of Executive Secretariat and External Affairs on February 19 and 20. While visiting, our guests spoke with PRO management about procedures and policies, discussed ways to smooth operations between the PRO and HQ, attended an Investment Review Committee meeting, and toured three EDA-funded projects in the Philadelphia area.

The group crossed the Ben Franklin Bridge from Philadelphia into Camden, NJ, one of the most economically distressed communities in the northeast corridor. The group was greeted by Mr. Wilbert Mitchell, President of RESPOND, Inc. For over 41 years, Respond, Inc., founded by the United Methodist Church in Haddonfield, has carried out a central mission to help North Camden bring about improved levels of economic independence and sound community development.

RESPOND's mission is carried forth in the provision of comprehensive services in child care, a senior adult center, programs for homeless adults, rental housing and home ownership, youth services, employment, economic development, job training and associated programs that help people help themselves.

In fiscal year 2005, EDA provided funding to RESPOND to rehabilitate two buildings to be transformed into the *New Worker Job Development and Training Center*. The Center will provide training in Culinary Arts, Catering, and Automotive Technology. Construction is almost complete and a ribbon-cutting is planned for March.

The tour group then headed to the Philadelphia Navy Yard, a former naval base, which closed in 1996, and is now being developed as a business center. The Navy Yard is home to 70 businesses, employing more than 7,000 people. Office tenants include, Aker Philadelphia Shipyard, Barthco International, Rotem, Urban Outfitters, VITETTA, Tasty Baking Company, and the US Navy.

Over the years, EDA made several investments in building demolition and rehabilitation, and infrastructure improvements which have helped transform The Navy Yard into a sophisticated business center, home to a diverse array of companies. The group had lunch at Urban Outfitter's café set in a beautifully rehabilitated building formerly used to build war ships.

The final stop of the day was The Science Center. Established in 1963, the University City Science Center was the first, and is one of the largest urban research parks in the United States. The Science Center began as a collaboration among several local academic institutions, and now has 32 colleges, universities and research institutions among its shareholders. Throughout its 45-year history, the Science Center has focused on providing both the physical space and the key resources needed to help commercialize new technologies and nurture new companies.

EDA investments have supported the construction of incubator space and the development of programs, including "Project Soft Landing" to facilitate the creation and expansion of new technology companies in Philadelphia.

Ms. Jones, Ms. Crump, and Ms. Ball told us that they found the visit very interesting and rewarding.

Ms. Crump said, "It was a rare opportunity to get to know more of the PRO staff. Relationships make communication both ways more effective."

She continued, "The Legislative Affairs/Executive Secretariat staff almost never have the opportunity to see actual project sites. The Respond Inc. project in Camden was especially rewarding because of our chance to see the inspirational value of this work force training center in such a blighted neighborhood. The ongoing construction there highlighted the need for EDA's engineers to evaluate and advise the grant recipients. The Philadelphia Navy Yard was impressive in the size of the brownfields redevelopment and the out-sized impact of relatively small infrastructure investments in attracting private investment – such as Urban Outfitters and the movie studio. The University City Science Center contrasted with the other two sites, emphasizing the diversity of projects that EDA funds and informing our group in the multiplicity of skills needed by EDA Regional Offices to work with such disparate groups. All the sites were instructive in demonstrating the collaborative efforts of all the involved parties, community organizers, city and university representatives, and federal planners."

PRO Regional Director Willie Taylor welcomes future opportunities to showcase PRO's investments and resources to our colleagues from Washington, D.C.

Bob Farewell & Best Wishes!!



Robert G. Brown better known as (Bob) will be retiring on March 31, 2009 over 30 years of service. It will be very difficult to say good-bye to an individual who has provided so much wisdom, enthusiasm, and talent to his job.

Bob started his career with the federal government in 1974 and continues to possess the innovative, vibrant, and intellectual qualities that he did when he walked through the doors of the University of Pennsylvania and Drexel University as a VA (Veterans Administration) Representative years ago. Bob's primary role during the onset of his career was to assure that Vietnam Vets received their well deserved GI benefits in a timely manner. As a veteran, Bob was honored to be the representative for Veterans Administration for 4 ½ years.

Bob's next career phase was when he began working for the U.S. Department of Commerce, Economic Development Administration in 1978. Although Bob believes he was very fortunate to have maintained his employment over the years, he is not afraid to say that he has survived a couple of "RIFS" over the years as EDA reorganized under previous administrations. Bob's comment was, "how very lucky I was to have never lost a job when others were being laid-off." His humble and empathetic spirit will follow him on March 31st and be missed by all.

When Bob began his career with EDA, he continued to make significant contributions as he advanced his career to his present position of Economic Development Specialist. Over time, Bob worked various states and territories with dedication and professionalism. Although Bob has seen an array of changes along his career path in the areas of administration, politics and the impact it has on EDA as well as other government agencies, he has never lost focus as to why he was placed at EDA in the first place – to create and save jobs!

What does the future hold for Mr. Robert G. Brown? Well, lets see, although his list is endless, here are a few activities that he will be pursuing: enjoying brisk walks through the city of Philadelphia, volunteering at Constitution Center, working out at the gym several times a week and lastly, he would like to become an usher for the World Series Champion Philadelphia Phillies.

Bob mentioned that he has had the opportunity and a career blessing to have carried out EDA's important mission in connection with so many talented, intelligent and caring economic development professionals.

EDA would like to wish Bob the best of luck with all of his future endeavors!



THANK YOU!



A special thank you to Matt Gurreri (Left) and Darrin Scardelli (Right) who were selected in October, 2008 to complete their internship program with US Department of Commerce, Economic Development Administration. The two aforementioned students; Gurreri a junior Business/Construction Management student at Drexel University and Scardelli a Civil Engineering student at Drexel University worked at EDA for over six months assisting with various projects such as; energy initiative, states compilation project, research and compiling a database for unemployment & labor force data. Matt and Darrin are due to depart EDA on or before March 20, 2009

Let take the time to wish them well and thank them for all of their hard work and dedication.

PHILADELPHIA REGIONAL OFFICE CONTACTS

PHILADELPHIA REGIONAL OFFICE

601 Walnut Street, Suite 140 S, Philadelphia, PA 19106

Phone: 215-597-1072 Fax: 215-597-1367

Regional Director: Willie C. Taylor 215-597-4603, WTaylor@eda.doc.gov

Regional Counsel: Linda Cruz-Carnall, Esq. 215-597-7896, LCruzCar@eda.doc.gov

North Atlantic Area Director: Stephen Grady 215-597-0642, SGrady@eda.doc.gov

South Atlantic Area Director: Calvin Edghill 215-597-6769, CEdghill@eda.doc.gov

Administrative/Finance Director: Paul Matyskiela 215-597-8733, PMatyski@eda.doc.gov



New York and Vermont

John Marshall
315-448-0938
Hmarshal@eda.doc.gov

Maine, New Hampshire

Alan Brigham
207-317-7692
ABrigham@eda.doc.gov

West Virginia and Maryland

Anne Cavalier
304-347-5522
ACavalier@eda.doc.gov

New Jersey, New York City

Ed Hummel
215-597-6767
Ehummel@eda.doc.gov

Rhode Island

Marguerite McGinley
215-597-8822
MMcginle@eda.doc.gov

Virginia

Bob Gittler
215-597-4360
RGittler@eda.doc.gov

Delaware

Jerome Wallace
215-597-2808
JWallace1@eda.doc.gov

Washington, DC

Robert Brown
215-597-8723
Rbrown6@eda.doc.gov

Connecticut

Jarrett Jackson
215-597-1074
JJackso6@eda.doc.gov

Pennsylvania

Bill Good
215-597-0405
WGood@eda.doc.gov

Puerto Rico and USVI

Alma Plummer
215-597-7538
APlummer@eda.doc.gov

Massachusetts

Matthew Sucholdolski
215-597-1242
MSucholdolski@eda.doc.gov