



# THE PROSPECTIVE

## VENTURE DEVELOPMENT CENTER OPENS DOORS!

On Friday, May 1, 2009, PRO Regional Director, Willie C. Taylor spoke at the University of Massachusetts-Boston, as part of the ribbon-cutting ceremony for the University's new Venture Development Center. Mr. Taylor was one of several speakers including J. Keith Motley, Chancellor of UMass Boston; Jack Wilson, President of the UMass system; Boston's Mayor Thomas M. Menino, State Senator Jack Hart and Drew Gilpin Faust, Harvard President who delivered the key note address.

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## EDA UNIVERSITY CENTER WINS BIG

A team of students won a top prize at the Connecticut Venture Group's State-Wide Collegiate Elevator Pitch Olympics. Winning first place in the Four Year University Venture Enterprise Category, the GoMotion team competed against teams from 15 universities. GoMotion students came together as one of four cross disciplinary teams participating in the Engineering-Business Entrepreneurial Senior Design Partnership (EBSD), a collaboration between the Schools of Business and Engineering. GoMotion is a manual wheelchair add-on that uses mechanical advantage to make life in a wheelchair less burdensome. The team also plans to compete in the Spring 2009 Connecticut \$64,000 Collegiate Business Plan Competition. For details, visit <http://otc.uconn.edu/>.



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Venture Development Center Grand Opening, May 1, 2009.

Photo Credit: Harry Brett

### Quote of the Month

*"It is easy to sit up and take notice. What is difficult is getting up and taking action".*

**John Lawrence**

## COMPETING IN THE 21ST CENTURY: NAVIGATING THE GLOBAL MARKETPLACE



"Competing In The 21st Century:" Navigating the Global Marketplace"  
Willie C. Taylor  
PRO Regional Director

On Tuesday, April 21, 2009, Willie Taylor, Regional Director, Alma Plummer, Economic Development Specialist and Brian Brotherston, Civil Engineer attended the one-day seminar "Competing in the 21<sup>st</sup> Century: Navigating the Global Market Place". This seminar was third of a series that is a collaborative partnership of the U.S. Department of Commerce, Universidad del Este and the Ana G. Mendez University System. The seminar highlighted the broad range of international opportunities in the Western Hemisphere, created through the success of existing free trade agreements in the region and took place at the Universidad del Este in Carolina, Puerto Rico.

The purpose of the seminar 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. **(continued on page 2)**

## **NORTH CAMDEN WELCOMES STATE-OF-THE ART JOB TRAINING CENTER**

*Respond, Inc.'s New Worker Job Development Center is the First Project Completed Under the North Camden Neighborhood Plan for Community Revitalization*

On April 16, 2009, Respond Inc. held a grand opening and ribbon-cutting ceremony for its new \$4.5 million New Worker Job Development Center that includes a culinary school, automotive technology program and child care facility. The Center is the first project completed under the North Camden Neighborhood plan for community revitalization.

The new 25,000 square-foot center has the capacity to serve 225 at-risk teens and adults annually as well as 90 preschool children and will create approximately 20 new jobs at the facility.

Funding for the project came from both private and public sources including the Economic Development Administration.

"Today is a great day for Respond and a great day for North Camden," said Wilbert Mitchell, Executive Director of Respond. "The opening of this new job training center furthers our mission of enhancing the general welfare of our community by providing Camden residents the tools to become economically independent."

"I can't thank our donors and supporters enough for helping to make our vision for a modern job training center a reality," Mitchell continued. "This is not just an investment in bricks and mortar, but an investment in our children and their future."

Joining Mitchell and Respond for the grand opening were numerous federal, state, county and local officials as well as students and graduates of Respond's culinary program.

"I commend Mr. Mitchell and his team at Respond for their commitment to improving the lives of families throughout North Camden," said Willie Taylor, Regional Director of the US Economic Development Administration, which contributed \$1.2 million in funding for the project. "Our agency was pleased to support this new center, which will play an important role in North Camden's revitalization."



**Respond Inc.'s New Worker Job Development Center  
Grand Opening & Ribbon Cutting**

(L to R: Willie C. Taylor-PRO Regional Director, Ed Hummel-PRO Environmental Officer, Charles Woltjen-PRO Staff Engineer, Stephen Grady-PRO North Atlantic Area Director)

### **COMPETING IN THE 21ST CENTURY: NAVIGATING THE GLOBAL MARKETPLACE (CONTINUED FROM PAGE 1)**

Keynote speaker, Honorable Kenneth McClintock, Secretary of State, Commonwealth of Puerto Rico stated that Puerto Rico has started looking at the creation of green tourism as one initiative to strengthen the island's competitive advantage. Mr. Taylor spoke of EDA program funds that would assist in the domestic infrastructure supporting these activities.

In addition, presenters also discussed the broad range of career opportunities in the fields of international affairs and trade policy. The students engaging conversations also stressed the balance of academic programs and the market driven economy.

## VENTURE DEVELOPMENT CENTER OPENS DOORS! (continued from page 1)

The Venture Development Center is an 18,000-square-foot facility which hosts meeting space, video and data conferencing technology, and both dry and wet laboratory space. It is designed to provide laboratory, office and collaboration space for research-oriented organizations while seeking to promote the exchange of knowledge and commercialization of research. EDA was able to provide an investment of \$1.5 million toward the \$4.2 million overall project. For more information on EDA's role with the Venture Development Center please contact Matthew Suchodolski (MSuchodolski@eda.doc.gov), or Christopher Christian (CChristian@eda.doc.gov), or by accessing [www.umb.edu/vdc](http://www.umb.edu/vdc).

### BUSINESS INCUBATION, GROUND FLOOR BUSINESS OPPORTUNITIES TO JOB CREATION GENERATORS

Economic Development Specialists Robert Gittler and Matthew Suchodolski recently represented the PRO at the National Business Incubator Association's (NBIA) 23rd International Conference on Business Incubation, in Kansas City, Missouri. The conference seeks to promote entrepreneurial and innovation-based economic development efforts. In representing the agency, both staff members were able to provide outreach and information to many participant organizations during the conference. The NBIA has 126 members within the PRO area of service. The effectiveness of business incubation is measured within EDA's Construction Grants Program Impact Assessment Report (<http://www.eda.gov/PDF/EDAConsImpactStudyVolume1FINAL.pdf>).

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