

In brief

Economic Development



UMASS LAUNCHES CENTER FOR PROFESSIONAL EDUCATION ON I-495

To friends and supporters of the University of Massachusetts:

Today, the I-495 corridor is the fastest-growing economic region of Massachusetts and a key to our state's continued economic success. Employers, local governments and individuals in this region seek access to high quality, affordable and convenient higher education services to enable them to meet the region's economic and workforce challenges.

While many UMass graduates have helped to build today's fast-growing I-495 region, we now intend to make the resources of our five-campus system available to the region. I was proud to announce on May 7th, at a meeting of regional leaders convened by the Massachusetts Technology Collaborative (MTC), that the University of Massachusetts will establish a Center for Professional Education to address the workforce development needs of this region.

The center will be housed on the MTC campus in Westborough. It is located off Route 9, three miles from the Route 9/I-495 interchange and near the Massachusetts Turnpike. The center will open in September 1999, and during the 1999-2000 academic year will inau-

gurate its Professional MBA Program. Certificate programs in areas of particular interest to the region, such as information technology and manufacturing, are also planned. The MTC site will serve as a hub for our expanded presence on I-495. We anticipate that we will also be offering courses at corporate settings, by distance learning and through cyber-education.

The great promise of the University of Massachusetts system was that five fine campuses would blend into a single, splendid academic system. That promise will be realized in Westborough with the Center for Professional Education, as the center will draw upon the resources and expertise of all five campuses to deliver the programs needed in this region. What we are doing here is consistent with our role as a land-grant university and in the very best sense, accomplishes a public purpose.

William M. Bulger
President
University of Massachusetts

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UMass Faculty Develop Web-based Teaching Skills

Through a grant from the President's Office, twenty faculty members from across the UMass system are attending workshops at UMass Lowell in the use of Web-based technology. Each participant is receiving funding to place their course materials—such as syllabi, lecture notes and course graphics—on-line. Faculty will also learn how to hold on-line discussion groups and office hours to provide easy access for their students. Several participants will use the training to develop on-line materials and strategies that augment their traditional classroom teaching. Some will develop two-way TV courses, while others intend to transfer entire courses on-line. Follow-up workshops will demonstrate the capacity of Web-based technology to enhance outreach to businesses and community organizations.

Contact: Dean Jacqueline Moloney,
UMass Lowell
Jacqueline_Moloney@uml.edu

BCGI Provides Jobs, Experience for 200 Students at Lowell

The University has joined with Boston Communications Group, Inc., to provide part-time technical support jobs on campus to 200 students, allowing them to earn up to \$14,000 per year. Woburn-based BCGI develops, markets and provides innovative call-processing services, prepaid wireless services, teleservices and prepaid and voice systems to wireless telephone carriers. Stu-

dents are trained by BCGI's staff in customer service, problem solving, and interpersonal and communications skills. Positions are open to all UMass Lowell students.

Contact: Lou Petrovic, UMass Lowell
(978) 934-2577

UMass Boston Hosts Camp Telecom: A Technology Bootcamp

UMass Boston has been awarded a contract from the Massachusetts Telecommunications Council (MTC) to develop and conduct a technology summer camp for 10th and 11th graders from Greater Boston. Camp Telecom: A Technology Bootcamp will bring up to 45 selected students to campus in July for three weeks of training in Java programming, computer animation, and building a computer. MTC, which represents more than 300 companies, will sponsor students as well as high school faculty, who will participate to strengthen their skills. The Graduate School of Education and the College of Arts and Sciences Computer Science Department will provide faculty and academic leadership for this effort.

Contact: John Ciccarelli, UMass Boston
(617) 287-7893

UMass Lowell Provides MBA for Hewlett Packard

The College of Management at UMass Lowell is midway through delivery of a four-year MBA program at Hewlett Packard's facility in Andover. The program currently serves ten H-P professionals, who have expressed a high degree of satisfaction with its quality, its part-time pace, and the convenience of on-site delivery. The college is open to developing similar initiatives with other companies in the Merrimack Valley.

Contact: Dean Kathy Verreault,
UMass Lowell (978) 943-2741

UMass Dartmouth Offers Engineering and Computer Science Programs at Raytheon and NUWC

UMass Dartmouth's College of Engineering is now offering master's degrees in engineering and computer science to professionals at Raytheon's Electronic Systems in Portsmouth, RI, and at the Naval Undersea Warfare Center (NUWC) in Newport, RI. The Raytheon program is focused on communications, signal processing, acoustics and computer systems, while the NUWC program emphasizes marine acoustics. About 100 students are currently pursuing degrees through this flexible, off-campus program.

Contact: Dean Tom Curry,
UMass Dartmouth (508) 999-8539

Analog Devices Partners with UMass Lowell for Scholar Intern Program

UMass Lowell's Francis College of Engineering and Analog Devices in Wilmington are partnering to sponsor a new Scholar Intern Program, providing an engineering education and bachelor's degree for up to 16 students. Analog Devices will provide merit scholarships to high school seniors who have been accepted in the UMass Lowell engineering program. The scholar/interns will work at Analog Devices during winter and summer breaks, learning about plant operations. Analog Device's engineers, in collaboration with UMass Lowell faculty, will mentor the students.

Contact: Dean Krishna Vedula,
UMass Lowell (978) 934-2576

Please find the full list of UMass Contacts for Continuing Studies and Corporate Education on page 7.

“Our exciting
Scholar Intern
partnership with
UMass is a
practical way to
address the
shortage of
engineering
talent in
Massachusetts.”

RAY STATA
Chairman,
Analog Devices

HELPING MASSACHUSETTS FIRMS STAY COMPETITIVE

STEP Initiative at UMass Boston Focuses on Cutting Mercury in Wastewater

ICET, Inc., a small research and development company located in Norwood, successfully demonstrated its state-of-the-art prototype mercury removal system at Brigham and Women's Hospital. Professor Gordon Wallace of the Environmental, Coastal and Ocean Sciences Program is conducting an evaluation of its performance. UMass Boston College of Management's Environmental Business and Technology Center assisted ICET to develop a demonstration and licensing program for its technologies. As a result, ICET has spun out a new division, HMR, Inc., to manufacture the carbon-based metals removal medium at its Norwood facility. Because Massachusetts was the first to adopt stringent mercury limits, local companies like ICET will have an advantage in the national market.

Contact: William Brah, UMass Boston
(617) 287-7723

Advanced Technology Center at UMass Dartmouth Fosters Cutting-Edge Research on Ground-Source Heat Pumps

The ATC at UMass Dartmouth is conducting an environmentally friendly research project that could lower heating and cooling costs and have beneficial international implications for energy use. Dr. Ron DiPippo, Chancellor Professor of Mechanical Engineering, is working with the ATC to research new methods of refining

ground-source heat pump technology, which regulates heat between a building and the ground. The ACT and GM Refrigeration in Fall River are designing a system for a Taunton-based office building. The ATC, created in 1993 to foster collaboration between the University and regional businesses, was awarded funding from the Massachusetts Strategic Envirotechnology Partnership (STEP), industry partners, UMass Dartmouth and other state agencies to support eight applied research and development projects.

Contact: Dan Murphy, UMass Dartmouth
(508) 999-9121

UMass Amherst Teams Up with Baystate Medical Center

Baystate Medical Center in Springfield and the University of Massachusetts Amherst have co-funded a Collaborative Biomedical Research Program since 1996 to integrate clinical and basic sciences at the two institutions. Through sharing of resources, the program includes opportunities for creating scientific programs and strengthening existing ones, establishing research training opportunities for graduate students and resident physicians, and offering a graduate-level course in molecular medicine. The partnership has evolved into a formal alliance with a wider scope: to foster research and related educational programs and to contribute to the economic development of Western Massachusetts. Committees on research, nursing, public health, and biomedical technology enterprise development have been formed to review potential opportunities.

Contact: Vice Chancellor Fred Byron,
UMass Amherst (413) 545-5270
byron@resgs.umass.edu

NxLevel Business Training Programs Offered Through UMass Donahue Institute

The University of Massachusetts Donahue Institute (UMDI) offers training to prospective and existing small business owners through the NxLevel Entrepreneurial Training Program. As Massachusetts coordinator for this national curriculum, UMDI certifies and provides ongoing support to course instructors and program administrators. The curriculum can be tailored to different audiences and, in Massachusetts, has been used with such diverse groups as high-growth businesses, agricultural enterprises and dislocated workers. UMDI is partnering with state agencies and organizations, community development corporations, venture capitalists, and community colleges across the state to make these courses available at various locations statewide. A grant from the USWest Foundation has supported UMDI's efforts to introduce the NxLevel program across Massachusetts.

Contact: Kate Hayes,
UMass Donahue Institute
(413) 529-2111

Commercializing University Technology

CVIP Reports Second-Quarter Record-Breaking Results

The University's Office of Commercial Ventures and Intellectual Property (CVIP) had yet another impressive quarter. According to FY99 second-quarter results, CVIP realized \$3.67 million of licensing income, the most for a single quarter in the history of the University, and \$2 million of industrial R&D. CVIP also recorded 27 new invention disclosures by faculty, 20 patent applications and seven patents issued. There were three new license agreements at Worcester and 16 industry-sponsored research agreements, including four at Amherst, seven at Lowell, and five at Worcester. With over \$2 million earned in FY98 and over \$3.6 million before the end of FY99, it is expected that UMass will move up substantially in the national rankings of university licensing income over the next two years.

Contact: Joe McGuirl, CVIP
(508) 856-1626

UMass Hires Incubator Director

Richard Lambert, formerly vice president of Crossroads, Inc., a private venture development company, has been hired by CVIP at UMass to oversee Lowell-based incubator companies. He will also assist in the development of new University-affiliated incubators in New Bedford for UMass Dartmouth and in Worcester for the UMass Medical Center. Lambert will work with UMass campuses in venture development efforts, finding avenues to perfect

their technologies and bring them to market. In Lowell, he will be instrumental in assisting start-up high-tech companies from a management standpoint, enhancing their abilities to market their technologies and launch their newly formed companies.

Contact: Richard Lambert, CVIP
(508) 910-6379

UMass Worcester Collaborates with Fiber Optics Consortium

The Center for Advanced Clinical Technology (CACT) at the UMass Medical School in Worcester began a joint project with the Southbridge-based Center for Advanced Fiberoptic Applications (CAFA) to design a prototype medical sensing device for use by American astronauts. The device may have the potential to measure a variety of chemical and metabolic processes in the body and have other applications. This work is being led by Dr. Babs R. Soller of the Department of Surgery at the UMass Medical School. CACT, a group of scientists and physicians associated with the medical center, makes contacts between industry and UMass Worcester faculty, some of which result in research partnerships negotiated by CVIP.

Contacts: H. Brownell Wheeler, M.D.,
CACT Executive Director (508) 856-2201;
Michael Henry, CVIP (508) 856-5494 for
licensing inquiries

Biogen, Inc., Enters Into Licensing Agreement with UMass Medical School

Research at the University of Massachusetts Medical School that "tricks" a person's immune system into long-term acceptance of foreign tissue may have wide implications for organ and bone marrow transplantation, including treatment for diabetes. This is the subject of a new licensing agreement with Cambridge-based Biogen, Inc. The research, by Professor of Medicine Aldo A. Rossini, M.D., and colleagues in the Division of Diabetes at UMMS, was licensed in May to Biogen in a research and clinical relationship that includes more than \$1 million in sponsored research, licensing and milestone fees and royalties on future product sales. The *Harvard Health Letter* called Rossini's research one of the top ten medical advances of 1995. Recent refinements of the research hold broad promise for successful human applications.

Contact: William Rosenberg, CVIP
(508) 856-1482

Benchmarking the State of the Economy

Professor Craig Moore Receives Telecom Award

University Professor of Political Economy Craig Moore was recently presented the 1999 Professor of Telecommunications Award by the Massachusetts Telecommunications Council. Moore has developed an excellent reputation for his research in economic development and has authored many significant reports on state, regional, and local economic issues. In 1997, he authored *Connection to the Future: An Analysis of the Telecommunications Industry in Massachusetts*. This report, commissioned by the Council, gave insight into the telecom industry and its future challenges. Recently he updated and expanded upon this analysis with *Information Technology: The New Foundation*, which was released in April.

For a copy of the report, contact Jacqueline Adams, UMass Donahue Institute (413) 545-0002

Spring Issue of Massachusetts Benchmarks Released; New Web Site Operational

The spring issue of *Massachusetts Benchmarks* was released in April and can now be read on the new *Benchmarks* Web site at www.massbenchmarks.org. Feature articles include UMass Professor Alan Clayton-Matthews's review of the state economy and how it is affected by the educational level of the workforce. In the regional focus, Professor Robert Farrant discusses the Commonwealth's Northeast region and its recent surge of

growth in technology. The polling topic, regarding the level of public concern about the Y2K problem, was developed by Ralph Whitehead, Jr., and Lou DiNatale.

Highlights of the new Web site include current and past issues of *Benchmarks*, a search feature of past and current articles by keyword, current and leading economic indexes for Massachusetts, information about the Massachusetts Benchmarks initiative, and a forum for on-line questions and comments.

Contact: Steven Landau,
UMass Donahue Institute
(617) 287-7040

UMass Boston Studies Workforce Needs of Telecom City

The Center for Community Economic Development (CCED) and the Center for Social Policy, both at UMass Boston, are conducting a skills assessment of three metro-area communities and the telecommunications industry for the Tri-City Community Action Program and the Mystic Valley Development Commission. The goal of the project is to identify strategies to ensure that residents are prepared to access jobs created by "Telecom City," to be located on a site straddling Malden, Medford and Everett. Based on their findings, the joint research team will recommend education and training strategies by which the tri-cities can help employers and local residents benefit from this innovative economic development initiative.

Contacts: Donna Haig Friedman,
UMass Boston (617) 287-5565;
Claudia Green, UMass Boston
(617) 287-5796

UMass Boston Examines Cape Cod Technology Workforce

The UMass Boston College of Management has been awarded a grant by the Cape Cod Technology Council to assess the workforce development and training needs of technology-dependent companies on Cape Cod, "the Silicon Sandbar." This project will consist of individual interviews with CEOs, focus groups segmented by size and type of business, and a questionnaire to be placed on the CCTC Web site. The study will be first to assess needs of this growing industry on Cape Cod. Results will be used to guide the council in seeking training funds. Professor Mary Lou Roberts and Assistant Professor Vicki Milledge will be the principle researchers.

Contact: John Ciccarelli, UMass Boston
(617) 287-7893

ECONOMIC DEVELOPMENT

PRESIDENT'S OFFICE

Tom Chmura
Vice President for Economic Development
UMass President's Office
One Beacon Street, 26th Floor
Boston, MA 02108
Ph: (617) 287-7021 Fax: (617) 287-7044
E-mail: tchmura@email.umassp.edu

J. Lynn Griesemer
Executive Director of the UMass Donahue
Institute and Associate Vice President
for Economic Development
One Beacon Street, 26th Floor
Boston, MA 02108
Ph: (617) 287-7045 Fax: (617) 287-7022
E-mail: griesemer@external.umass.edu

UMASS AMHERST

Jaymie Chernoff
Director of Economic Development
UMass Amherst
Goodell Building, Box 33293
Amherst, MA 01003
Ph: (413) 545-4516 Fax: (413) 577-1500
E-mail: chernoff@admin.umass.edu

UMASS BOSTON

John Ciccarella
Assistant to the Chancellor for
Economic Development
UMass Boston
McCormack Building
100 Morrissey Boulevard
Boston, MA 02125
Ph: (617) 287-7893 Fax: (617) 287-7725
E-mail: j.ciccarella@umassp.edu

UMASS DARTMOUTH

Paul Vigeant
Alumni Director and Special Assistant
to the Chancellor
UMass Dartmouth
285 Old Westport Road
North Dartmouth, MA 02747-2300
Ph: (508) 999-9143 Fax: (508) 999-8773
E-mail: pvigeant@umassd.edu

UMASS LOWELL

Louis J. Petrovic
Director of External Funding,
Technology Transfer and Partnering
UMass Lowell
One University Avenue
Lowell, MA 01854
Ph: (978) 934-2577 Fax: (978) 453-6586
E-mail: Louis_Petrovic@uml.edu

UMASS WORCESTER

Joseph F. X. McGuirl
Executive Director, CVIP
UMass Worcester
365 Plantation Street, Suite 130
Worcester, MA 01655
Ph: (508) 856-1626 Fax: (508) 856-1482

Key Contacts

CONTINUING STUDIES AND CORPORATE EDUCATION AND TRAINING

UMASS SYSTEM

Karin McCarthy
Director of Corporate Education and Training
UMass Donahue Institute
One Beacon Street, 26th Floor
Boston, MA 02108
Ph: (617) 287-7039 Fax: (617) 287-7022
E-mail: kmccarthy@umb.sky.cc.umb.edu

AMHERST

Kevin Aiken
Director of Continuing Education
UMass Amherst
Amherst, MA 01003
Ph: (413) 545-2111 Fax: (413) 545-3351
E-mail: kaiken@dpc.umass.edu

BOSTON

John Ciccarella
Assistant to the Chancellor for
Economic Development
UMass Boston
McCormack Building
100 Morrissey Boulevard
Boston, MA 02125
Ph: (617) 287-7893 Fax: (617) 287-7725
E-mail: j.ciccarella@umassp.edu

DARTMOUTH

Richard T. Burke
Assistant Chancellor for
Continuing Education
UMass Dartmouth
Old Westport Road
North Dartmouth, MA 02747
Ph: (508) 999-8290 Fax: (508) 999-8621
E-mail: Rburke@umassd.edu

LOWELL

Jacqueline Moloney
Dean of Continuing Studies
and Corporate Education
UMass Lowell
One University Avenue
Lowell, MA 01854
Ph: (978) 934-2943 Fax: (978) 934-3043
E-mail: jacqueline_moloney@uml.edu

WORCESTER

Richard Starzyk
Director of Continuing Education
UMass Medical Center
55 Lake Avenue North
Worcester, MA 01655
Ph: (508) 856-6923 Fax: (508) 856-6838
E-mail: alfred.starzyk@ummed.edu

Office of Economic Development

University of Massachusetts

One Beacon Street, 26th Floor

Boston, MA 02108

Address Service Requested



Upcoming Events

June

16-18 BankBoston Conference Center, Boston, MA

Electronic Commerce: Foundations for the Future, a Conference for Practitioners and Educators

Leaders in business and academia are convening in a unique sharing opportunity to understand and frame research and curricula development in an effort to support and direct electronic commerce over the next decade. The focus of this conference will be to introduce the Interdisciplinary Center for Electronic Enterprise at UMass Amherst; discuss the latest electronic commerce initiatives in education, re-engineering processes, adapting technology and facilitating payments for commerce; and unite enterprise practitioners with collaborators and researchers in higher education and government.

Contact: Les Ball, UMass Amherst, (413) 545-5654 ball@som.umass.edu

June

18 7:30 to 9:30 A.M. UMass Boston Campus

Manufacturing in Metropolitan Boston — Its Importance to Boston

The University of Massachusetts Boston, the City of Boston, AIM, Boston Edison and the Greater Boston Manufacturing Partnership are hosting a breakfast that will feature the research of Professor David Terkla on the status of manufacturing in Boston. A panel of distinguished experts will discuss Professor Terkla's findings and the future of manufacturing in Boston.

Contact: John Ciccarelli, UMass Boston, (617) 287-7893