

In brief

Economic Development



UMASS AND ENVIRONMENTAL AGENCY DEVELOP NEW PARTNERSHIP

To friends and supporters of the University of Massachusetts:

As the Commonwealth's public research university and a land grant institution, the University of Massachusetts has a special responsibility to apply its intellectual resources to address the priority needs of Massachusetts.

All of us are concerned with the quality of our environment. In Massachusetts, the Executive Office of Environmental Affairs (EOEA), ably led by Secretary and former Senator Robert Durand, has the lead responsibility for protecting our environment.

Massachusetts must continue to maintain its economic vitality while protecting a major resource, its environment. This requires a wide array of scientific, technical and policy expertise, such as that which resides with the faculty, staff and students at the University of Massachusetts.

The University and EOEA have a rich history of collaboration, through programs such as STEP (the Strategic Envirotechnology Partnership), TURI (the Toxics Use Reduction Institute) and the Extension Service. Secretary Durand and I

have executed a new Memorandum of Understanding that is designed to expand our working relationship.

The University has organized seven UMass/EOEA task forces to develop focused agendas and joint work programs that address the state's environmental priorities: environmental technology, pollution prevention, marine science and technology, community preservation, agriculture, watershed management, and biological conservation.

The University looks forward to developing new and creative ways of working together with EOEA to address these needs — ranging from new R&D and technology commercialization programs to new initiatives in environmental education and planning. We hope to develop a national model of how a state university and state environmental agency can collaborate for the environmental benefit of all of our citizens.

William M. Bulger
President
University of Massachusetts

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System-Wide IT Internship Network Established

UMass Amherst, Boston, Dartmouth, and Lowell have joined together to establish the UMass IT Internship Network, which will provide Massachusetts employers with easy access to student internship and co-op opportunities at the University. The network focuses on undergraduate and graduate students in computer science, computer engineering, and information systems programs. In recent years, UMass IT interns have been employed by more than 50 companies, ranging from Fidelity and 3Com to Avid and Nortel Networks.

Contact: www@massachusetts.edu/interns

Center for Professional Education Offers IT Program in Westborough

As its first academic offering, the University's new Center for Professional Education in Westborough is providing a pre-master's certificate in computer science. The program is being delivered by UMass Lowell. It is designed for working professionals who need introductory courses in information technology as a pre-requisite for more advanced IT certificates and master's degrees in computer science. Additional graduate-level IT offerings will be offered at the center in the future.

Contact: Barbara Macaulay, UMass Center for Professional Education (508) 616-7909 or macaulay@donahue.umassp.edu

I-495 Center Organizes External Advisory Committee

Frank Crocetti, vice president and general manager of Fidelity's Marlboro facility, and the Honorable Pamela Resor of the Massachusetts Senate, have agreed to co-chair the University's external advisory committee for the I-495 Center for Professional Education. The committee will serve as the University's primary liaison with business, government and civic leaders in the I-495 region and act as a resource to help identify academic program needs in the region.

Contact: Barbara Macaulay, UMass Center for Professional Education (508) 616-7909 or macaulay@donahue.umassp.edu

UMass Boston Issues Workforce Report on Telecom City

Telecommunications companies in Massachusetts are in great need of workers at all levels, including those in low- and semi-skilled positions. In a recently released study titled *Bridging the Gap: Industry Needs and Employment Opportunities for Tri-City Residents in Telecom City*, UMass Boston researchers present findings on skills and assets of community residents in the Tri-City area and specific human resource needs of the telecom industry. The report also provides recommendations for policymakers, employers, community agencies and the Telecom City project.

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

**Donahue Institute Coordinates
UMass Role in DoD Training
Program in Southbridge**

As a partner with Scientific Applications International Corporation (SAIC) of San Diego, the team of the UMass Donahue Institute, KPMG and EDIT is entering its fourth year of support to the U.S. Department of Defense Finance and Accounting Service (DFAS). The program includes development, maintenance and delivery of financial training, management training and graduate accounting, and economics courses to DoD personnel. To date, the team has delivered over 1,035 courses to more than 11,000 students at approximately 30 locations around the country. The Donahue Institute, working with UMass Amherst's Isenberg School of Management and faculty from other UMass campuses, URI, and UConn, is also delivering in-residence graduate courses in the Southbridge area to the Defense Leadership Management Program (DLAMP).

Contact: Lew Guiler, UMass Donahue Institute (508) 765-8782

**UMass Amherst Partners with
Springfield Higher Ed Center**

The Springfield Downtown Higher Education Center recently celebrated its first anniversary. The center is a collaboration among the Mayor's Office, UMass Amherst, and eight public and private institutions comprising the Cooperating Colleges of Greater Springfield. The center's mission is to enhance the region's economic viability by

improving access to programs offered by participating institutions, improving industry and nonprofit-sector access to faculty and staff expertise, and offering industry and sector-specific executive education programs. UMass programs offered at the center include Professor Alan Robinson's seminar series titled "Corporate Creativity," the Office of Economic Development's seminar series titled "Data, It's Everybody's Business," and the nonprofit center's seminar series titled "Managing Change."

Contact: Stephen Demski, Vice Provost
UMass Amherst (413) 545-5652 or
demski@provost.umass.edu

**GBMP at UMass Boston
Secures Workforce Grants
for Manufacturers**

The Greater Boston Manufacturing Partnership (GBMP) at UMass Boston School of Management and its member companies have secured over \$500,000 in three workforce training grants from the new state Workforce Training Fund. The most recent grant, for \$116,395, was awarded to the GBMP and a collaborative of ten commercial printers. It involves digital pre-press and related technical training. In addition, three other GBMP members recently secured over \$175,000 in workforce training fund grants, utilizing the GBMP as a training resource.

Contact: Jerry Rubin, UMass Boston
(617) 287-7698 or Jrubin@gbmp.org

HELPING MASSACHUSETTS FIRMS STAY COMPETITIVE

“Thanks to UMass and EOEAs assistance through STEP, we are helping solve the mercury disposal problem in Massachusetts.”

OWEN BOYD
President,
SolmeteX

STEP Initiative to Treat Wastewater Gains State Approval

The Massachusetts Department of Environmental Protection (DEP) has issued a decision enhancing the market opportunities for a wastewater treatment system developed by SolmeteX Corp. of Billerica. SolmeteX is being assisted by UMass and the Executive Office of Environmental Affairs (EOEA) under an agreement called STEP (Strategic Envirotechnology Partnership). DEP has ruled that the use of SolmeteX's system to treat contaminated effluent from clinical laboratory analyzers at hospitals and medical centers removes harmful heavy metal emissions, such as mercury. This will help to substantially reduce the costs of meeting state and federal hazardous waste disposal requirements. Professor Gordon Wallace of UMass Boston evaluated the technology. Newton-Wellesley Hospital subsequently purchased the SolmeteX system. This initiative was undertaken in cooperation with the Massachusetts Water Resources Authority.

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

New Procurement Center Established at UMass Amherst

The Massachusetts Small Business Development Center (MSBDC) at UMass Amherst's Isenberg School of Management received \$300,000 in federal funding from the Defense Logistics Agency and \$300,000 from the Commonwealth of Massachusetts to establish a statewide Procurement Technical Assistance Center. The money will be utilized for technical assistance in training and procurement. Efforts will be tar-

geted to service small minority and women-owned firms, located in areas of high unemployment. The program will work cooperatively with other federal and state programs. Michael Robinson, newly hired program manager, will be working from the Isenberg School of Management. Procurement specialists will be located in Springfield, Lawrence, Boston, Fall River/North Dartmouth, and Worcester.

Contact: Georgianna Parkin, UMass Amherst
gep@msbdc.umass.edu

New Bedford Aquarium and UMass Dartmouth Form Alliance

The New Bedford Aquarium and the Center for Marine Science and Technology at UMass Dartmouth have established a partnership formally recognizing CMAST as the primary research arm of the aquarium for marine and environmental research and education, exhibition and economic development projects. A first cooperative effort of the aquarium and UMass Dartmouth is already under way. With the full support of the City of New Bedford, a proposal has been submitted to the New Bedford Harbor Trust Council. If funded, CMAST will share funds over the next five years to develop aquarium-related activities. The aquarium is expected to attract more than 800,000 visitors a year and to stimulate the economy of southeastern Massachusetts.

Contact: Brian Rothschild, UMass Dartmouth
(508) 999-8193

Technology & Commercialization & Entrepreneurship

UMass Faculty Inventions Cited in MTC Index of the Innovation Economy

In its recently released *Index of the Massachusetts Innovation Economy*, the Massachusetts Technology Collaborative cited the UMass five-campus system, led by the UMass Medical Center in Worcester, for its "aggressive growth in invention disclosures, increasing 113 percent between 1996 and 1997." The University was ranked fourth in the Commonwealth — behind only MIT, Mass General Hospital and Harvard University — in the number of invention disclosures in 1997.

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

CVIP Executive Director Receives Mass High Tech Award

Joe McGuirl, Executive Director of the UMass Office of Commercial Ventures and Intellectual Property, was recently named a *Mass High Tech* All-Star for 1999 by *Mass High Tech*, New England's journal of high technology. As noted in the journal, "In the past four years, McGuirl has turned around a practically nonexistent (technology commercialization) office into one that generated \$4.1 million in license income for the University last year." Established in 1996, the CVIP office also helps obtain corporate research and development sponsors and is developing plans for University-affiliated incubators.

Contact: Tom Chmura, UMass President's Office (617)287-7021

Lowell Hosts Business Plan Competition

UMass Lowell recently hosted its first-ever business plan competition. Faculty and students from UMass Lowell presented plans for five different businesses to a panel of venture capitalists, professional service providers and entrepreneurs. The winning company—HRonline, developed by a current MBA student and focused on Web-based human resources information systems—was awarded a \$4,000 prize. The competition was organized by the School of Management at Lowell and co-sponsored by PriceWaterhouseCoopers, Testa Hurwitz and Thibeault, Garage.com, and Zero Stage Capital. UMass Amherst has announced plans to hold a business plan competition in the spring.

Contact: Howard Burke, UMass Lowell (978)934-4700

Lucent Develops Unique Partnership with UMass Lowell

Lucent Technologies and UMass Lowell have negotiated a unique partnership to help promote the commercialization of a new plastics welding technology developed by Bell Labs. Under the agreement, Lucent provides Lowell's Institute for Plastics Innovation with the technology and a sponsored research grant. Lowell commits to working on further developments of the technology and demonstrating it to other companies visiting the institute. If other companies choose to license the technology, Lowell will receive a fee from Lucent. UMass Lowell was one of the first universities in the United States to be selected by Lucent for this new approach to technology commercialization.

Contact: Stephen McCarthy, UMass Lowell (978)934-3467

"We chose
UMass
as our
partner
because it's
world-class,
especially in
plastics."

ROGER STRICKER
Intellectual
Property
Vice President,
Lucent
Technologies

Benchmarking the State of the Economy

UMass to Analyze Massachusetts Economy for NEEP

Professor Robert Nakosteen of the Isenberg School of Management at UMass Amherst has been named Massachusetts model manager for the New England Economic Project. NEEP is the New England region's leading economic forecasting group. In his new role, Nakosteen will track the state of the Massachusetts economy and develop semiannual economic forecasts. Nakosteen currently serves as the executive editor of *Massachusetts Benchmarks*, the quarterly economic journal published by the University in cooperation with the Federal Reserve Bank of Boston.

Contact: Robert Nakosteen, UMass Amherst
(413) 545-5687

UMass to Explore the Commonwealth's "Digital Divide"

Utilizing a grant secured from the U.S. Economic Development Administration, UMass faculty in Amherst and Boston are working with the Donahue Institute to examine existing and potential impacts of technology infrastructure in the Commonwealth's rural areas and economically depressed communities. This involves five case studies of urban and rural communities across Massachusetts that are experiencing long-term economic distress.

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

Plastics Industry Study in North Central Mass Under Way

The future of the plastics industry and the feasibility of developing a plastics technology center in north central Massachusetts is being examined by Professor Robert Forrant of UMass Lowell and a team of graduate students from the Lowell and Amherst campuses. In this study, sponsored by the City of Leominster, Forrant is focusing on the private sector, interviewing companies and other stakeholders in the region. The project will conclude in March, with subsequent recommendations to be made on how the plastics industry can best be supported in this region.

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

UMass Study Examines Agriculture Industry

The state's agriculture industry is healthy, according to a preliminary study by UMass Amherst. The study states that sales have increased, and that farmers are financially viable. The study also notes that changes have been made to the industry, including increases in crop production, decreases in livestock production, and a trend toward smaller farms but an overall increase in the number of farms. Professors Daniel Lass and Richard Rogers and Ph.D. student David Holm from Amherst conducted the study, with support from the state Department of Food and Agriculture. A

series of working papers will be published throughout the year, with the first appearing in the winter issue of *Massachusetts Benchmarks* (www.massbenchmarks.org).

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

Winter Issue of *Benchmarks* Journal Released

In the winter issue of *Massachusetts Benchmarks*, the Commonwealth's agriculture sector is evaluated by Rogers, Lass and Holm (as described above.) John Mullin of UMass Amherst highlights the economy of the Blackstone Valley in this quarter's regional focus. Alan Clayton-Matthews of UMass Boston writes about the state economy, and this quarter's poll results reveal voters' confidence in their economic security. In *Endnotes*, Anurag Sharma of UMass Amherst discusses the cycle of research excellence and increased funding in the state's pharmaceuticals industry. *Benchmarks* can be read on the Internet at www.massbenchmarks.org.

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

A complete list of the journal's industry analysts appears in Key Contacts, page 7.

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 Ciccarelli
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.ciccarelli@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

MASSACHUSETTS INDUSTRY ANALYSTS

BENCHMARKS PROJECT MANAGER

Steven Landau
UMass Donahue Institute
Ph: (617) 287-7040
E-mail: landau@donahue.umassp.edu

INFORMATION TECHNOLOGY/ TELECOMMUNICATIONS

Craig Moore
Professor of Political Economy
UMass President's Office
Ph: (617) 287-7196
E-mail: craigm@javanet.com

E-COMMERCE

Leslie D. Ball
Isenberg School of Management
UMass Amherst
Ph: (413) 545-5580
E-mail: ball@som.umass.edu

PHARMACEUTICALS/BIOTECHNOLOGY

Anurag Sharma
Isenberg School of Management
UMass Amherst
Ph: (413) 545-5580
E-mail: Shrmn@som.umass.edu

ENVIRONMENTAL BUSINESS

Betty Diener
Department of Management/Marketing
UMass Boston
Ph: (617) 287-7736
E-mail: diener@umbusky.cc.umb.edu

PLASTICS/MACHINE TOOLS

Robert Forrant
Department of Regional Economic
and Social Development
UMass Lowell
Ph: (978) 934-2722
E-mail: Robert_Forrant@uml.edu

MARITIME INDUSTRIES

Daniel Georgianna
Department of Economics
UMass Dartmouth
Ph: (508) 999-8414
E-mail: Dgeorgianna@umassd.edu

TEXTILES AND APPAREL

Clyde Barrow
Center for Policy Analysis
UMass Dartmouth
Ph: (508) 999-8943
E-mail: cbarrow@umassd.edu

AGRICULTURE

Daniel Lass, Richard Rogers
Department of Resource Economics
UMass Amherst
Ph: (413) 545-2490
E-mail: dan.lass@resecon.umass.edu,
rogers@resecon.umass.edu

Office of Economic Development
University of Massachusetts
One Beacon Street, 26th Floor
Boston, MA 02108
Change Service Requested

Upcoming Events

Feb 9
Mar 21

5:30 P.M. to 7 P.M., Mass I-495 Center, Westborough, MA

**Information Session:
UMass I-495 Center for Professional Education**

The new UMass I-495 Center for Professional Education will be holding information sessions throughout the winter for individuals and organizations interested in new programs in Information Technology and the Professional MBA. These programs are designed for working professionals and will be offered at the campus of the Massachusetts Technology Collaborative in Westborough. For more information, call (877) 274-4495 or e-mail the center at 495info@umassp.edu.

Jan 19-21

UMass Boston

**Greater Boston Manufacturing Partnership:
Lean Production System/Design System Conference**

This three-day national workshop, in its third year, is co-sponsored by the University, GBMP, and the Association for Manufacturing Excellence (AME). Workshop topics will include principles of lean production, cell design, set-up time reduction, and quality improvement. The program instructor is Dr. David Cochran, assistant professor of manufacturing at MIT and the 1990 Shingo Prize winner. For more information, contact Chris Martin at (617) 287-7648 or by e-mail at cmartin@gbmp.org.

May 3

3 P.M. to 6 P.M., Newton Marriott

**Engineering in Massachusetts Collaborative:
A Review of Best Practices**

The meeting will be organized around three parallel workshops to promote best practices: *Scholar-Intern Programs*, *Teacher Extern Programs*, and *Introducing Engineering Design in K-12 via Professional Development Courses for Teachers*. For more information, contact Pamela Provencal, UMass Lowell (978) 934-2572.