New Bedford is ...
Open for Business

New Bedford
Economic Development Council

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The NBEDC is a nonprofit organization comprised of 250 successful leaders in business, education and government led by a nine-member Board of Directors. In conjunction with the Mayor’s Office, the Council sets the agenda for the city’s key strategic economic development areas. The Executive Director of the NBEDC, with a staff of six, is responsible for the coordination and implementation of the organization’s programs and initiatives.
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Welcome to New Bedford!

New Bedford is the world’s most famous whaling era seaport and the number one commercial fishing port in America. While our history is rich both on land and at sea, it is the city’s future that excites leaders in business, development, government, and education.

Each day my Administration works closely with the private sector to spur economic growth. All of us recognize that new development in a growing economy creates jobs that can enable families to build homes, send their children to college, and otherwise pursue the American Dream.

My Administration has spent considerable effort and resources to guide economic development. We have focused on cultivating an export-based economy by leveraging the city’s assets, especially our port, and to improve the overall business climate. We have sought to build up the downtown, recognizing that no metropolitan area can be successful without a vibrant urban core. We have sought to take a regional, metropolitan-based approach to development while emphasizing the centrality of the city in the region’s identity. We also are elevating the city’s quality of life through school reform, urban beautification, and more effective municipal management.

I believe that all of these efforts help to create the environment needed for private sector investment and transformative development throughout the City, and our recent track record of success is delivering value to our private sector partners, residents, and visitors.

Our talented workforce, development potential, and prime location along Buzzards Bay create excellent opportunities for business relocation, growth, and development.

I thank you for your interest, and welcome discussing your next New Bedford project. Please return soon with family and friends to enjoy all that New Bedford has to offer.

Jonathan F. Mitchell, Mayor
This vision of New Bedford is one that began nearly 250 years ago. In the mid-1700’s, Joseph Rotch purchased 13 acres of land along our deep harbor, establishing the whale fishery that transformed the small village into a thriving port.

A century later, the boon of the textile industry swelled our population, spurred the development of vast new ethnic neighborhoods, and expanded the city's growth to the north and south. Within the last century, the emergence of commercial fishing and processing secured our national prominence as a center of global commerce, wholly connected to the sea.

Today, our commercial fishing fleet, recreational, and research vessels have replaced the hulking whaling ships of the past. The nation’s first purpose built terminal for offshore wind deployment in New Bedford is ready to launch America’s first offshore wind projects.

Our historic mill buildings, that once contained thousands of spinning looms, are being preserved and transformed for new uses. While whaling and textiles no longer fuel an economy that drives the success and growth patterns of the city, our identity as a vibrant and ethnically diverse seaport community holds fast.
By the Numbers

Surrounded by the towns such as Dartmouth, Marion, Fairhaven, Mattapoisett, and Rochester, New Bedford draws on a population of 193,000 within a 15 minute drive with annual spending power of $3.3 billion.

The City

20 square miles with 3 miles of coastline
Growing population of 95,072 (2010 census)
38% Portuguese ancestry
$38,364 median household income
37,122 jobs and 5,374 businesses
More than 70 parks, playgrounds, and recreational areas

Activity

New business start-ups are up by 8.5%, almost double the statewide rate
Nearly 60% more building permits issued from 2010-2014
Port cargo activity has increased by 35%
13 cultural festivals throughout the year
38% increase in attendance at cultural attractions since 1999
150 artists working throughout the city that draw collectors and buyers from Boston, Providence and Cape Cod
The largest selection of antiques and collectibles in the northeast with over 200,000 square feet of showroom space
75% of residents have a commute less than 30 minutes
Crime has been reduced by 32%

Employment

More than 4,000 people have been added to the labor force
The unemployment rate has been reduced by nearly 50%
Wages have increased by nearly 9%
14% manufacturing as percentage of total employment
129% increase in marine science employment since 2000 (region)
59% increase in culture and tourism related employment since 2000 (region)
3,200 jobs in Business Park
7.5% unemployment rate, May 2015 (EOLWD)
New Bedford’s transportation network has come a long way from the cart paths and stony roads of County and King Streets (presently lower Union Street) that connected the scattered farmsteads to the schooners sailing off on short whaling voyages in the Atlantic.

Today, New Bedford has a number of transportation assets that contribute to its accessibility by land, sea, and air. The transportation infrastructure in New Bedford includes an interstate highway, airport, water ferry service, freight rail, and regional and interstate bus service. Furthermore, the South Coast Rail (SCR) project outlines the return of commuter rail service to our region by 2020.

### Transportation
- I-195, Route 140, and Route 18 highway access
- New Bedford Regional Airport year-round service to Martha’s Vineyard and Nantucket
- 125,000 annual trips to the islands

### Water
- Daily capacity: 45 million gallons
- Ground storage: 75 million gallons
- Elevated storage: 350,000 gallons
- Average daily consumption: 12 million gallons
- Peak daily consumption: 14 million gallons

### Utilities
- Electric: Eversource
- Gas: Eversource
- Telecom: Verizon DSL, Comcast High Speed, AT&T
The national economic climate over the past several years has hit small and mid-sized cities hard, but New Bedford has bucked this trend and is emerging in a position of strength.

Roughly a decade ago, the city of New Bedford started on a path toward sustained economic growth with its first coordinated economic development strategy intended to provide a framework and strategic approach to building the city's economy. The 10 Year Strategy was framed around “six pillars of activity” on a foundation of sound government service delivery in the areas of public safety, good government, infrastructure, and education.

I. Support Existing and Small Businesses
II. Attract Emerging Industries
III. Communicate a Positive Message
IV. Plan for and Develop Strategic Sites
V. Prepare a Ready Workforce
VI. Capture Long-Term Catalytic Opportunities for Growth

Over the past several years a focus has been placed on leveraging the City’s assets, especially the port and downtown, to improve the overall business climate for private sector investment while strengthening the City’s brand. Since 2010, more than 4,000 people have been added to our labor force, building activity has increased by 60%, and our port’s activity has increased by 35%. All of this while the City’s bond rating has been increased to a AA with Standards and Poor.

These results do not just happen, and opportunities for new projects exist throughout the city and across sectors. Our assets, people, and strategy for growth are all competitive advantages for new private sector investment.
The NBEDC sees real estate development as a primary means to further the ongoing transformation of the city. Development in New Bedford provides dynamic and tangible signs of the progress and growth of New Bedford and the Massachusetts Southcoast region.

Creative and well planned projects grow the job base in the trades, create permanent jobs, expand the commercial tax base and underscore the increasing vibrancy which makes New Bedford more and more attractive to additional and greater investment vehicles and projects.

The NBEDC can provide a high level of technical assistance for real estate development projects in such areas as: site selection, pre-planning, financing, permitting and incentive agreements. The NBEDC team members are often vital in negotiations with state agencies, lending institutions and even amongst separate private interests. This assistance is based on our extensive municipal, state and federal experience in facilitating successful projects for the growth of New Bedford.

**Permitting Task Force**

The Permitting Task Force is comprised of a representative from each city department, board and/or commission that is regularly involved in New Bedford’s permitting approval process. Task Force pre-application meetings encourage proactive planning with applicants and help to ensure that projects move efficiently through the city’s permitting process, usually within 60 days.

**Tax Increment Financing Program**

The Tax Increment Financing Program is designed to encourage new development and job creation in New Bedford. This program is administered as the local component of the state’s Economic Development Incentive Program, and is a partnership between the state, the municipality, and an expanding company. In exchange for job creation and investment commitments, a company becomes eligible for the best possible state and local tax benefits, exclusive to Gateway Municipalities such as New Bedford.

**Workforce Training, Placement, & Grants**

The New Bedford Career Center is an efficient, innovative and responsive way for businesses or individuals to get employment, education, and job training services. Connecting with job seekers, training opportunities and community partners has never been easier. The Workforce Training Fund is a state fund financed entirely by Massachusetts employers. Its purpose is to provide resources to Massachusetts businesses and workers to train current and newly hired employees.

**Storefront Reimbursement Program**

This program provides financial assistance in the form of $2,000 grant funding for necessary rehabilitation/restoration of commercial storefronts located within eligible census tracts. This program is most commonly used for new signs and awnings for existing and new businesses.
The NBEDC portfolio of lending products helps serve entrepreneurs either lacking access to traditional financing sources or require gap financing. These programs include: Entrepreneurial Loan Fund, Brownfield Clean-Up Revolving Loan Fund, Fishing Assistance Loan Fund, and a Community Loan Fund. Additionally, we are a Micro-Loan lender for the U.S. Small Business Administration.

**Micro-Enterprise Loan Program**
The Micro-Enterprise Loan Program promotes enterprises owned by or serve low to moderate income individuals within the community. This program is for businesses with five employees or less at the time of application.
- Loan Amounts: $5,000-$35,000
- Term: 2-5 Years

**Creative Enterprises Loan Program**
This program is targeted to creative economy businesses and entrepreneurial artists throughout the city. This program also offers a greater level of assistance with business plan development specific to creative enterprises.
- Loan Amounts: $5,000-$35,000
- Term: 2-5 Years

**Competitive Capital Access Program (CCAP)**
This program provides financial assistance to small and medium sized businesses for which access to traditional financing sources is either not available or not cost effective. Funds must be utilized for capital expenditures involving equipment purchases, property improvement, expansion, and relocation projects.
- Loan Amounts: $25,000-$100,000
- Term: 5-10 Years
- Eligible Businesses: Retail, Services, Manufacturing, and Industrial

**Fisheries Assistance Loan Program**
This program is dedicated to the fishing industry and fishing-related businesses. The funds are intended to help stabilize the local fishing industry and strengthen the local economy by creating or retaining long-term jobs for individuals in the fishing industry or individuals who have been displaced from the fishing industry.
- Loan Amounts: $25,000-$100,000
- Term: 5-10 Years
- Eligible Businesses: Vessels, Processors, Suppliers, and General Fishing-Related Businesses

**Brownfields Clean-Up Revolving Loan Fund**
This program was established by an Environmental Protection Agency award. The program provides low interest rate loans to facilitate the clean-up of commercial or industrial properties contaminated by hazardous materials in order to promote job creation, revitalize town centers and protect the environment.
- Loan Amounts: $100,000-$425,000 per site
- Term: Variable
- Special Restrictions Apply
Throughout our history, New Bedford has always been a creative and diverse community. During the 19th century, when the whaling industry fueled New Bedford’s economy, acclaimed artists, such as Albert Bierstadt, William Bradford, Albert Pinkham Ryder, and Clifford Ashley lived and worked in this cosmopolitan seaport.

Today, New Bedford’s downtown is the arts and culture center of the SouthCoast of Massachusetts, boasting a wide array of attractions and diverse venues that showcase the historic, artistic, and cultural fabric of a community that is home to hundreds of artists and performers contributing to our distinct seaport identity.

Downtown is home to nearly 600 establishments, with over 6,500 employees, and $500 million in annual business sales. Regional business clusters exist in printing and publishing, depository institutions, real estate, legal services, accounting and consulting services, and administration of human resource programs. There is a strong potential to build clusters in health services, educational services, and eating and drinking establishments.

Competitive advantages include developable space, the National Park, existing business and arts and culture clusters, parking and public transportation, proximity to the working waterfront, and superior access to large regional consumer and business markets.

Downtown New Bedford is also a state recognized Cultural District, as well as one of only 10 Transformative Development Initiative Districts, as designated by MassDevelopment in early 2015.

Since 2007, 60 Businesses have opened or expanded in downtown New Bedford. We see that trend continuing with 4 additional establishments and residential projects scheduled to break ground or open in the next year.
New Bedford Business Park

Located in the beautiful far North End of New Bedford with direct highway access from Route 140, the New Bedford Business Park is one of New Bedford’s greatest economic development assets. The 1,000-acre park boasts recent major upgrades to the entrance, signage, landscaping and utilities—demonstrating the Greater New Bedford Industrial Foundation’s commitment to a high quality business environment.

More than 200 acres remain available in the park which is Platinum rated BioReady by the MBC and one of the few business parks that has MEPA Master Plan approval for the development of all upland acres. The City has recently completed a multi-million dollar infrastructure project to significantly increase water and sewer capacity.

The park is home to Titleist, Symmetry Medical, Morgan Advanced Ceramics, AFC Cable, and Ahead, LLC. The park has also seen tremendous growth over the past decade and has experienced 35 purchases, 23 expansions, and 22 new leases during that time.

### Amenities

- Completed $600,000 beautification project
- Outstanding common area grounds maintenance
- Modern telecommunications infrastructure T-1, T-3, Cable, DSL & wireless internet
- All utilities underground and 5 million gallons a day spare water & sewer capacity
- Nearby child care, bank, restaurant & machine shop
- Park security patrol service
- Strong protective covenants
- Bus service to and within park plus CSX freight rail line runs through park

### Permits

- 1 of only 2 industrial parks in the Commonwealth with State Master Plan Approval EOEPA, MEPA, NHESP, MHC & DOT
- Wetlands flagging of entire park complete
- City & town permits can be obtained in 60 days
- MEPA permits can be approved in 30 days

### Recent Activity

- Since 1999, 41 purchases, 24 expansions, 26 leases supporting more than 3200 jobs.
- AFC Cable completed 200,000 Sq. Ft. plant and expanded it by 40,000 Sq. Ft.
- Titleist completed a 38,000 Sq. Ft. expansion
- NWD & HTP open doors in 2015
- Morgan Advanced Materials modernized its facility to accommodate a significant increase in sales and employment
- Lighthouse Masonry completed 30,000 Sq. Ft. headquarters office and supply facility
- Reinhart FoodService moved to the park and expanded its distribution facility from 88,000 Sq. Ft to 116,000 Sq. Ft.
- Con Edison development constructed 8,000 panel solar farm
- New road completed to beautiful 45 acre lot in campus setting
The City of New Bedford is poised to become the center of a new national growth industry – offshore wind. The development of the offshore wind industry in New Bedford has the potential to create new jobs, attract substantial private sector investment and generate long-term sustainable economic growth across the region.

It is an opportunity unlike anything the city has seen in generations, and one that builds upon our existing assets, enhances our natural resources, and is implemented through a collaboration between the public, private and non-profit sectors.

Through the efforts of many, the offshore wind industry is emerging in America and numerous data points lead us to believe that New Bedford is well positioned to compete for a significant amount of the industry’s long-term job creation, investment and supply chain opportunities:

- The Port of New Bedford is home to the New Bedford Marine Commerce Terminal – the first purpose built terminal for offshore wind in America. Once construction is completed, this $110 million port facility will have the strongest bulkhead on the East Coast and will ensure that New Bedford has the specialized infrastructure necessary to assemble and deploy offshore wind farms.
- The federal government continues to hold commercial leases for future offshore wind development sites along the East Coast, with sites off the Massachusetts coast representing approximately 10 commercial scale wind farms – each requiring manufacturing, assembly, deployment and operations and maintenance.
- New Bedford’s status as the homeport for offshore wind project deployment will also build the foundation for manufacturing and supply chain companies to cluster in the city as well.

As we have seen in Europe, the cities that capture opportunities from the offshore wind industry can experience an economic revival, attracting hundreds of millions of dollars in private investment and creating thousands of new direct and indirect jobs – in a supply chain that runs from the shop floor to the boardroom, from the storefront to the waterfront.

The New Bedford Wind Energy Center was established within the NBEDC to ensure that the activities to develop the offshore wind industry are fully integrated into the city’s comprehensive economic agenda.
Partner Services

The NBEDC works in close partnership with economic and workforce development agencies to ensure that businesses have access to the services and programs available designed to foster a robust local economy. Lending, workforce training, permitting assistance, and incentive programs can serve as useful tools to a company’s expansion plans. Our goal to use all of the tools in the box in creating one of the best business friendly environments in New England.

Massachusetts Small Business Development Center Network (MSBDC) provides free one-on-one, confidential support services focusing on:
- Business growth and success
- Financing and loan assistance
- Strategic, marketing and operational planning

MSBDC’s Clients represent:
- Early stage, high growth, troubled and mature businesses
- All businesses: retail, wholesale, manufacturing, distribution, services and professions high-tech, low-tech, no-tech and web commerce
- Small businesses- typically with 500 employees or less

To make an appointment, please contact 508-673-9783 x 10.
www.msbdc.org/semass/

SCORE, the consulting arm of the US Small Business Administration (SBA), has over 10,000 members across the United States offering counseling to new and existing businesses.
- Have a marketing problem?
- Want to improve cash management?
- Want to know how to increase profits?
- Have an operational problem?
- Expanding your business?
- Buying or selling a business

To make an appointment for a free, confidential consultation, please contact 508-587-2673.
www.sema.score.org
Greater New Bedford Workforce Investment Board
The Greater New Bedford Workforce Investment Board, Inc. is a business-led, policy-setting board that oversees workforce development initiatives in the ten-community region stretching from Dartmouth to Wareham, MA.

The Greater New Bedford Workforce Investment Board oversees workforce development efforts in Acushnet, Dartmouth, Fairhaven, Freetown, Lakeville, Marion, Mattapoisett, New Bedford, Rochester, and Wareham. Included is the Greater New Bedford Career Center operated jointly by New Directions Southcoast, Inc. and the Massachusetts Division of Career Services.

New Directions SouthCoast, Inc.
New Directions Southcoast, Inc. is the non-profit corporation that operates the federally funded One Stop Career Center and the Youth Annex in New Bedford. New Directions provides workforce development and training services for job seekers and employers throughout southeastern Massachusetts.

The One Stop Career Center system is an efficient, innovative and responsive way for businesses or individuals to get employment, education, and job training services. These services can be customized to fit the needs of individual employers and include:
- Recruitment Assistance
- Job Seeker Pre-screening Services
- Pre-employment Testing
- Qualified Job Referrals / Job Matching
- Labor Market and Salary Information
- Community Resource Information
- Federal/State Grant Funding Assistance
- Tax Credit Information
- ADA Technical Consultation
- Outplacement Services
- Job Listings – Confidential, Statewide or on Job Central

New Bedford Chamber of Commerce
Established in 1885, the New Bedford Area Chamber of Commerce serves ten communities in the SouthCoast of Massachusetts. With a total population of more than 210,000 residents, the ten communities include: the City of New Bedford; Acushnet; Dartmouth; Fairhaven; Freetown; Mattapoisett; Marion; Rochester; Wareham; and Westport.

The New Bedford Chamber is a progressive organization that participates in initiatives that positively impact our business members and the quality of life in the region. Initiatives include education, economic development, trade shows and legislative affairs.

Member benefits include:
- Networking
- Member Discounts
- Marketing & Advertising Referrals
- Export Services
- Sponsorship Opportunities
- Young Professionals Network
- Supported Employment Program
- Connecting Activities Partnership

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The New Bedford Quest Center for Innovation is an initiative by the City of New Bedford to provide a focus for entrepreneurial training and a supportive environment for startup activity. Strategically located within a creative and cultural innovation campus, the Quest Center will act as a critical economic development activity for the South Coast of Massachusetts.

The QUEST CENTER is a collaborative partnership project between the City of New Bedford, acting through the New Bedford Economic Development Council, and the University of Massachusetts, the intent of which is to create new companies with growth and job-generation potential in addition to complementing and extending the innovation and entrepreneurship capacity of the University of Massachusetts.

To date, the QUEST CENTER has successfully converted 12,000 sq. ft. into a facility providing high support business development services that will facilitate the creation of new companies and new jobs in the region. Renovation plans for increased space and specialized facilities are already underway and an aggressive timeline is in place.

Collaboration is essential in the next stage for the New Bedford Quest Center. Through the established partnerships with UMass, the City of Fall River, and the Southcoast Development Partnership, the New Bedford incubator will be one point in a constellation of economic opportunities within the Southcoast area for potential businesses and employees.

**Suite of Services:**
- Wireless internet
- Hard phones lines
- Shared conference rooms
- Shared training room, seats 20-40, with technology: screen and projector
- Shared kitchens
- Handicap accessible
- On-street parking
- Manager on site
- Partner with ATMC, where University and Industry collaborate: view full website here www.atmc.umassd.edu

**Coworking in the Quest Center**
Groundwork is an affordable and inspiring shared office environment for creatives, startups, and freelancers in New Bedford. Members enjoy ample lighting and comfortable workstations with fast internet, printing and mailing services, and free coffee and snacks. Groundwork promotes collaboration and partnerships among its members, supporting and nurturing a healthy economy of small businesses and independent contractors in New Bedford. We believe that if we work together, we will grow together.

Groundwork! is powered by Workbar and Groundwork! is a proud member of the Workbar network.

[www.newbedfordcoworking.com/](http://www.newbedfordcoworking.com/)
Come visit today!

*Groundwork! is a project supported by MassDevelopment’s co-work space grant*
New Bedford is a city with a rich past and an even richer present. The city of Frederick Douglass and Herman Melville is now the city of artist studios, galleries, festivals, a vibrant performing arts center and a world-class maritime museum. Explore our national park, our zoo, our harbor and miles of beaches. Dine, shop and stay in our waterfront Hotel or one of our many charming bed & breakfasts.

Destination New Bedford – it’s worth the trip!
New Bedford
Economic Development Council

Open for Business!

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MAYOR JONATHAN F. MITCHELL