



Town of Barnstable  
Growth Management Department  
**Economic Development Commission**

[www.town.barnstable.ma.us/economicdevelopmentcommission](http://www.town.barnstable.ma.us/economicdevelopmentcommission)

**BEDC Meeting Minutes - Approved**  
**October 22, 2013**

Members present: Chris Kehoe, Hartley Johnson, David Wood, Sara Cushing,  
Roy Richardson  
Absent: Alan Feltham, Jeff Craddock, Jeannine Marshall, James Poplasky

Also in attendance: Jen Cullum, Town Council Liaison; Jo Anne Miller Buntich, Director;  
Growth Management, Mike Trovato; Economic Development Specialist, John O'Brien,  
Economic Development Coordinator; and Peter Karlson, Cape Cod Chamber of Commerce

Meeting called to order at 8:05 am.

Question and answer discussion with Peter Karlson, Entrepreneur in Residence, Cape Cod Chamber of Commerce - Chris Kehoe introduced Peter Karlson who presented an overview of the entrepreneurial resources that are available through the Cape Cod Chamber of Commerce. Peter stated that the Chamber collaborates as much as possible with their sister organizations such as Cape Cod Community College, EDC, SCORE, SBDC. The current focus is technology start-ups that can include such things as chemicals, manufacturing, software and hardware. The mission is to recruit the high potential entrepreneurs and companies that can grow and scale businesses and that have a track record, product or service that can be exported easily and can be manufactured or grown to a scale where they will hire a fair amount of people either locally or nationally.

Peter described the Entrepreneurial Resource System that focuses on providing professional resources, such as legal and accounting services, to entrepreneurs. Professionals in these types of fields are recruited by the Chamber to donate their time and services in a pro bono manner to provide assistance to the entrepreneur to help them to accomplish a particular goal. In order to be considered for these services, the entrepreneur must have a viable business model, have identified their customer and must continue to do their homework based on the advice received from the professionals.

Two examples of the types of companies that have taken advantage of the ERS are a software services company for food safety inspections and a nanotechnology chemical compound company.

Chair  
Christopher Kehoe

Vice Chair  
Alan Feltham

Members  
Jeffrey Craddock  
Sara Cushing  
Hartley Johnson  
Jeannine Marshall  
Royden Richardson  
David Wood

Town Council Liaison  
Jennifer Cullum

The chamber collaborates with various partners to get the word out about the ERS. Additionally every six months the Chamber conducts a start up weekend at Cape Cod Community College which helps to connect people with the resources.

Approval of Meeting Minutes – September 24, 2013 – A motion was made by Hartley Johnson, seconded by David Wood, to approve the minutes of September 24, 2013. So voted to approve.

Growth Management Department Update

- ♦ Mass Cultural Council Grant - funds to be used to hire a consultant to look at how artisans use space today to do their work. Model could be extrapolated to other types of businesses for attracting private sector for partnering and development.
- ♦ The Cape Cod Chamber is hosting the next Creative Economy Growth Resources meeting.
- ♦ Over 20 new parking signs have been installed; still in process of removing the older signage. Chris would like to get a list of where the signs have been installed.
- ♦ Legislative round table taking place today – open forum on small business development.

Update from members on Board/Committee/Commission meeting attendees:

- ♦ *David Wood* – Nothing to report
- ♦ *Roy Richardson* – Cape Cod Commission – Lowes is coming down to the end
- ♦ *Hartley Johnson* – Nothing to report
- ♦ *Chris Kehoe* – Town Council – Passed part of the problem property ordinance. Discussion on split tax rate which needs to be vetted every year.
- ♦ Hyannis Chamber of Commerce – Halloween event this week.
- ♦ BID – no update

Suggestions for agenda items for upcoming meetings:

- ♦ Sales and marketing plan discussion – focusing on specific industries
- ♦ Discussion with business owner/developers who have gone through the town's regulatory process

Meeting adjourned at 9:30 am.

Respectfully submitted,

Marjorie Watson  
Administrative Assistant

Next BEDC meeting scheduled for November 26, 2013

*Public files are available for viewing during normal business hours in the Growth Management office located on the 3<sup>rd</sup> floor of Town Hall, 367 Main Street, Hyannis*

*\*\* Further detail may be obtained by viewing the video via Channel 18 on demand at <http://www.town.barnstable.ma.us> \*\**