



Annual Report
Downtown New Bedford, Inc.
October 31, 2007

Downtown New Bedford, Inc.
Welcomes you to its Annual Meeting
7th Report

The following information is presented to update our members and the community-at-large on DNB, Inc.'s accomplishments over the past fiscal year. Our quarterly newsletter, *The Downtown Beat*, is designed to provide a report on business-related activities in our downtown district on a quarterly basis. This annual report presents the information at a more in-depth level.

Please note, that DNB, Inc. has been successful in bringing two major festivals to Downtown New Bedford's Custom House Square. These are the Taste Our SouthCoast and the 2nd Annual New Bedford Seaport Chowder Festivals. Both have proven successful. The purpose of these two events is to attract a wide variety of people to our downtown to see first hand what our historic district has to offer in terms of restaurants, retail shops and services.

Please take a moment to re-familiarize yourself with the following mission statement and goals.

Mission Statement

DNB, Inc.'s mission is to take a leadership role in ensuring that the downtown New Bedford District is a vibrant place to live, work and visit.

Goals

Goal One: To represent all stakeholders of Downtown New Bedford with a unified voice.

Strategy: DNB, Inc. serves as a single point of service for advocacy and information brokering for all stakeholders in the downtown.

Examples: We maintain the downtown building inventory data base. We produce and distribute 26,000 copies of the Visitor Guide annually. We manage the downtown loan program. We personally visit new downtown business and distribute Welcome Packages to each. In just two years, the New Bedford Seaport Chowder Festival has become an institution, and our first time festival, Taste Our SouthCoast was also a success. We publish a quarterly newsletter, *The Downtown Beat*. We welcome all visitors to our office who have positive ideas and plans for downtown New Bedford.

Goal Two: Enhance the infrastructure of Downtown New Bedford, Inc. by developing methods of measuring outcomes.

One way of measuring outcomes is to look at numbers. Our membership is steady at about 140, and as new businesses open, many join DNB, Inc. The budget for the year ending October 31, 2006 was \$86,000. This year's budget is \$145,000, a very significant increase. In addition, we have had more sponsors for our events, and, as a result of producing two festivals, have made many more community contacts in the past year than we have ever had before. We distribute more Visitor Guides than we did a year ago as well as distributing more newsletters. The number of active committees such as the Events Committee, the Parking Committee and the Business Recruitment Committee has increased as have their accomplishments.

Goal Three: Make the Downtown New Bedford district a safe place to work, live and visit.

Strategy: We have a sub-committee to research, report, and recommend to the board the necessary steps need to implement action plans to ensure crime reduction, evaluate public perception, and conduct a public relations campaign.

Examples: The Monday morning Public Safety Committee meetings held at the DNB, Inc. office in collaboration with the community police officers and the follow-up e-mail newsletter are examples of DNB, Inc.'s commitment to this goal.

Goal Four: Develop a plan to improve business development in downtown.

Strategy: Implement a plan to entice new businesses to locate in currently vacant storefronts and business oriented infrastructures.

Examples: DNB, Inc. has an active Business Recruitment Committee which is working with a feet on the street, phone call by phone call, business by business philosophy to bring more businesses downtown. They meet every two weeks.

The work of the Parking Committee in freeing up on street parking spaces is also essential in enticing new businesses downtown.

Goal Five: Develop and sustain the funding required to meet the future goals of Downtown New Bedford, Inc. and the district it serves.

Strategy: Research grants available, increase current fundraising activities, develop corporate gift-giving programs, and develop an annual membership drive and two festivals.

Examples: The past year has been our most successful in achieving Goal Five. The two festivals, the Downtown Gala and the increased Community Develop-

ment Block Grant award are all examples of our on-going work at increasing our funding while at the same time fulfilling DNB, Inc.'s mission is to take a leadership role in ensuring that the downtown New Bedford District is a vibrant place to live, work and visit.

Goal Six: To become a more integral affiliate of the burgeoning cultural and artistic community of New Bedford.

Example: DNB, Inc. organized the Taste Our SouthCoast Festival in coordination and collaboration with Artworks!

Our organization is dynamic and engaged in making Downtown New Bedford better. To be specific:

Staff, Officers and Directors

DNB, Inc. goals are accomplished by two part-time employees, a twenty-one member Board of Directors and volunteers.

Staff

Executive Director: Donna A. Motta

Administrative Assistant: Marianne Conley Hodgson

Downtown Beat reporter, photographer and coordinator: Sally Spooner

Board Members

President: Kevin T. Pelland, Citizens-Unions Savings Bank

Vice Presidents: Arthur Bennett, downtown resident; Richard Poyant, owner of Poyant Signs Inc.; Katie Gilfeather, owner of Outlook EAP.

Treasurer: Zee Bryant, Zee Associates

Clerk: Attorney Robert F. Murray

Directors: James A. Baker, New England Fast Ferry Company, LLC; Dennis D. Galvam, NSTAR; Jena Holt, Tatlock Gallery; Elizabeth Isherwood, President of Moore & Isherwood and Mayor liaison; Modesta Levesque, The Standard-Times; David Medeiros, Sovereign Bank; Jim Muse, Buyer's Professional Real Estate; Jeff Pontiff, E.J. Pontiff Real Estate & Whaling City Expeditions; Theresa Romanovitch, Bristol Community College, New Bedford Campus Director; Jack Silva, Bristol County Savings Bank; Lisa Sughrue, WHALE Executive Director; Attorney Randall T. Weeks, Jr., Partridge, Snow & Hahn.

FUND RAISING AND EVENTS PLANNING

Our annual budget stands at approximately \$145,000. Over the last two years the budget increased significantly as a direct result of two major events that netted our organization a substantial profit. Over 75% of our budget is generated from our member businesses and individuals as well as fundraisers like our Annual Gala, the Taste Our SouthCoast and New Bedford Seaport Chowder Festivals .

In addition to the city's financial helping hand, the local Office of Housing and Community Development awarded DNB, Inc. a \$15,000.00 Community Development Block Grant award, which is a \$5,000 increase over last year's allocation. The money is used to assist micro-enterprise start-up businesses in their efforts to locate in the downtown area.

Chairpersons for various Events Planning Committees are the following board members: *2nd Annual New Bedford Seaport Chowder Festival* Chair Richard Poyant who also chaired the Events Committee that brought forth the brand new Taste Our SouthCoast Festival on May 20. Overseeing the 16th Annual Gala at Webster Bank were Executive Director Donna Motta, Administrative Assistant Marianne Conley Hodgson and Board President Kevin Pelland. Board member Jena Holt is the chair of a newly formed Business Recruitment Committee, designed to entice new businesses from the area to locate or relocate to downtown New Bedford.

Taste Our SouthCoast Festival

Because the 1st Annual New Bedford Seaport Chowder Festival was so successful, the events committee decided to offer the general public another festival called *Taste Our SouthCoast*. DNB, Inc. recruited twenty-one restaurants to serve small portions of their signature dishes under two tents at Custom House Square on Sunday, May 20th. Despite rainy weather, over one thousand people attended the event and tasted a wide sampling of the area's finest cultural dishes from steak tips to shrimp to chicken, soups and a variety of vegetables. The idea, once again, was to attract a critical mass to our historic downtown to see first hand the area's restaurants, retail shops and services.

DNB, Inc.'s Events Committee in collaboration with Artworks! planned the event, along with lead volunteers Stephanie Poyant and Val Spacco.

The *Taste Our SouthCoast* Festival was made possible through the generous support of the following sponsors who donated a total of \$18,250 to get the festival on its feet.

- Bergie's Seafood
- Brenton Productions, Inc.
- Bufftree Building, Co., Inc.
- City of New Bedford
- Citizens Union Savings Bank
- Draka Cableteq USA
- DeMello Charitable Foundation
- Fall River Ford, Co.
- 1st Citizens Federal Credit Union
- Halloran, Lukoff & Smith
- Millennium bcpbank
- NSTAR
- Rosenfield, Raymon, Pielech, PC
- Sovereign Bank
- Webster Bank

Pier Fish Company, Inc. was the major sponsor for *Taste Our SouthCoast* at \$5,000. The profit from this event was \$7,183.

DNB, Inc. is also grateful to the following providers of in-kind services that helped make this another successful event.

- Buzzards Bay Brewery
- Integrity Mechanical, Inc.
- Jeff Pontiff Real Estate
- M-V Electrical Contractors, Inc.
- Poyant Signs, Inc.
- Reynolds-DeWalt Printing
- Sovereign Bank
- SMILES
- STATE Ambulance S.E.

Our media sponsors were also generous in their support:

- WBSM/FUN 107
- WNBH
- The Standard-Times
- The Weekly Compass
- SoCo
- Godfrey Gunberg Advertising
- Medium Studio

2nd Annual New Bedford Seaport Chowder Festival

DNB, Inc.'s Events Committee was instrumental in doubling the number of people who turned out for its 2nd Annual New Bedford Seaport Chowder Festival. The committee continues to be chaired by board member Richard Poyant. Committee members are Kevin Pelland, Jeff Pontiff and Katie Gilfeather. This year DNB, Inc. also benefited from the planning work of volunteers Stephanie Poyant and Val Spacco, both of whom were instrumental in the planning process of this event. The 2nd Annual New Bedford Seaport Chowder Festival attracted approximately 3,000 people to our Historic District on Sunday, September 16th.

DNB, Inc. representatives met with participating restaurant owners and managers a few weeks after the event to get input on how to perfect the logistics of the festival set-up next year. Six restaurants and our beverage vendor attended that session to brainstorm ideas.

The Chowder Festival raised approximately \$18,500 from the following generous sponsors in alphabetical order:

- American Pride Seafood
- Bristol County Savings bank
- City of New Bedford
- Citizens Union Savings Bank
- Coastal Orthopaedics
- Dias, Lapalme & Martin, LLP
- Eastern Fisheries
- First Citizens Federal Credit Union
- Fishing Vessel Act III
- Fishing Vessel Act IV
- HUB International Feitelberg
- NSTAR
- Partridge, Snow & Hahn
- Sea Fuels Marine Service, Inc.
- Sovereign Bank
- Sylvia & Group Insurance
- Webster Bank

Hygrade Ocean Products, Inc. was our \$5,000.00 presenting sponsor for the second consecutive year. In addition to the above sponsorships, DNB, Inc. secured much needed in-kind service donations in connection with marketing and technical assistance:

- Bedford Merchant
- Buzzards Bay Brewery
- Command Print Solutions
- Elaine's Home of the Black Whale
- Integrity Mechanical, Inc.
- Jeff Pontiff Real Estate
- M-V Electrical Contractors, Inc.
- Poyant Signs, Inc.
- SMILES
- Sovereign Bank
- STAT Ambulance
- Westport River Winery
- WHALE

Our media sponsors:

- Standard-Times
- SoCo
- Medium Studio
- Weekly Compass
- WBSM/Fun 107
- WNBH/WCTK

The Chowder Festival was held on Sunday, September 16th and proved to be another huge success. About three thousand people from as far away as Connecticut and Cape Cod, along with area and local residents, attended this popular downtown event that featured the finest clam/seafood chowders and kale soup from nineteen area restaurants and caterers. Once again the band Shipyard Wreck provided music. In addition to the live band, there were scallop decorating and face painting tables manned by volunteers.

Buzzards Bay Brewery and Westport Rivers Vineyard sold beer, wine, soft drinks and water. Feedback from the restaurant/caterer participants was excellent with requests that DNB, Inc. sponsor a third festival next September. The participants stated the festival proved to be a unique marketing opportunity for their individual food-related businesses and were pleased with the successful outcome. The proceeds generated a record high of about \$33,000 for Downtown New Bedford, Inc., part of which will be reinvested in other community-related events and endeavors.

St. Luke's Hospital in New Bedford was the first place winner in the Clam Chowder category and walked away with a trophy and a \$500.00 prize. This was the hospital's second win. St. Michael's Restaurant in Fall River placed 1st in the Kale Soup contest and was awarded a \$250.00 prize. The Pasta House in Fairhaven won 1st place for the best Seafood Chowder, and Cape

Quality Seafood was the 1st Place winner in the Best Table Presentation, also taking home \$250.00 prizes.

In addition, DNB, Inc. published a thank you advertisement in the Standard-Times to all our volunteers, including board members, business community leaders, and the Mayor's Youth Council, all of whom donated their time to help make this second event even better than the first one.

Downtown Gala

The 16th Annual Downtown Gala held at Webster Bank in April netted \$3,627. This event provided an opportunity for community artists, galleries, and art-related businesses to exhibit their wares and works at this popular event:

- Art by M-C Lamarre
- Mary N. Hurwitz
- Judith Kline
- Sally Spooner, DNB, Inc. Photographer
- Ray's Gallery
- New Bedford Art Museum
- Sasse, Inc.
- Studio Glass
- Tenacious Lilly Jewelers
- The Arthur Moniz Gallery
- Peter Pereira – Nossa Vida Project, Standard-Times Photographer
upstair@384
- UMASS Dartmouth College of Visual & Performing Arts
- Wilson Gallery

We also added musical entertainment this year, which was provided by the New Bedford High School Jazz Choir.

Approximately 150 people attended the gala catered by Isaiah's Restaurant on Pleasant Street. The Biltmore Package Store, also on Pleasant Street provided the beverages. The tickets were designed by Moore & Isherwood and printed by Monaghan Printing.

We extend a special thanks to Webster Bank officials on Pleasant Street and to the artists, artisans and gallery owners who gave their time and talent to provide the exhibits for this event. It successfully brings the artistic and business communities together for a spectacular evening.

PROJECTS

Parking Initiative

The Parking Committee continues to work hard to change the parking perception problems inherent in the downtown. The committee was chaired by Henry Bousquet, until he stepped down as a board member to pursue other professional interests. In the Spring, the committee was successful in its efforts to persuade the Mayor and the Traffic Commission to allow downtown Bristol Community College and UMASS Dartmouth students to park at a discounted rate at the Zeiterion Theater Garage. The idea is to free up parking places that students take while in class, sometimes feeding the meters in the process. The traffic commission voted to allow the students to park at the Zeiterion Garage at a discounted rate of 50 cents an hour – the same rate they would pay at a metered space. The program is working well, and at the end of the summer, the traffic commission voted to extend the pilot program until May of 2008.

Another goal the committee reached was to get more uniformly-timed parking meters in certain spots throughout the downtown.

DNB, Inc. also continues to work diligently with the city of New Bedford to discover economically feasible ways to improve the conditions at the Elm Street Garage.

Currently, the committee is working on suggesting new and improved ways to offer free holiday parking to shoppers in the downtown area, such as allowing free two hour parking at meters with the restriction strictly enforced.

DNB, Inc. has proactively decided to pursue the parking perception problems in the downtown in order to encourage more residents and tourists to visit our area. The general consensus of DNB, Inc. staff, the board of directors and the downtown business owners is that if street parking is freed up, then more people will visit, shop and dine in the downtown area. Profits, in turn, will increase for both retail stores and restaurants.

New Business Startup Initiative

Downtown New Bedford, Inc. offers many free services to assist both new and established downtown businesses in addition to the primary services we have already spoken about. DNB, Inc. Treasurer, Zee Bryant, President of Zee Associates, offers long-established experience in the area of business expertise that she shares with DNB, Inc. members (and non-members) on such topics as business plans, accounting procedures, negotiating leases, applications for loans assistance, etc. Help for business start-ups and help with business

problems are also available through our office courtesy of Melinda Ailes, Senior Management Consultant for the Massachusetts Small Business Development Center Network, and through Maria Gooch-Smith, Senior Commercial Loan Officer, SEED, Inc.

In addition, we provide business plan assistance, loan application assistance and actively promote the City of New Bedford “storefront improvement” program.

Welcome Packages

Our Welcome Packages include a cover letter from the Executive Director explaining our organization’s mission and goals, membership information, a copy of our Visitor Guide, a copy of the downtown loan brochure and the latest edition of the Downtown Beat. The packages are made available to new start-up businesses, in response to Internet and mail-in requests and at the Annual Meeting.

Loan Program Activity

Our Downtown New Bedford, Inc., Business Loan Program has current commitments of \$5,000,000 available for downtown business enterprises at competitive rates. Since its inception in 1990, this program has accounted for 126 loans representing a total of \$21,800,747 in downtown investment. The Downtown Loan Program is supported by the following banks: Bank of America; Millennium bcpbank; Bank Five; Bristol County Savings Bank; Citizens Bank of Massachusetts; Citizens-Union Savings Bank; Citizens Bank of Massachusetts; Citizens-Union Savings Bank; Eastern Bank; First Citizens Federal Credit Union; Rockland Trust; Slade’s Bank; Sovereign Bank and Webster Bank.

Monday Morning Downtown Security Meetings

The Downtown Public Safety Committee Meetings in collaboration with the community police officers are held at the DNB, Inc. office at 105 William Street every Monday at 9:00 a.m. Public Safety committee Chair Arthur Bennett writes a weekly e-mail update summarizing the issues raised at the meetings and resolutions of prior issues. The e-mail is sent to about 300 email addresses and is very well read. Anyone with problems or questions regarding downtown safety is welcome to attend and participate, and anyone can sign up for the e-mail newsletter. Community Police Officers are: Officer Shawn Maguire (pager-508-537-4149) or Gary Sarmiento (pager 508-537-3701). Quick response for major problems call 911.

In addition, Downtown New Bedford, Inc. attended the ribbon cutting ceremony of the new downtown Police Station that opened its doors on Pleasant Street in October. The station is expected to help relieve some of the problems caused by

the homeless and undesirables who frequent downtown. The main number for the new station is (508) 991-3004.

Holiday Projects

Through the Mayor's office, the City of New Bedford provides both financial support and in-kind services and has agreed this year to finance our holiday Laurel project costing approximately \$3,000. Laurel ropes are hung on downtown lamp posts by DNB, Inc. staff, board members and community volunteers on the Tuesday after Thanksgiving. Hanging the laurel and transforming the Historic District for the holidays is a tradition that has been ongoing for the last two decades.

MARKETING AND COMMUNICATION

Downtown Beat

Our newsletter, *The Downtown Beat*, goes to approximately 450 downtown businesses, organizations and individuals, four times a year. Our newsletter is filled with positive information about downtown activities and is also used to share information on many factors that affect downtown businesses, for example new trash removal methods and marketing initiatives. It becomes a part of our *Welcome Package* that is hand-delivered to all new downtown businesses when they open. Government and non-profit agencies are always invited to include promotional or informational flyers in this publication at no cost. Sally Spooner produces the newsletter and serves as our photographer for all fundraising events.

Web site

We are proud to announce that our website has been redesigned by Mr. Paul Allen, owner of newbedford360.com. The website is easy to find and navigate and includes a link to the quarterly *Downtown Beat*.

We are also changing our website address to .org instead of .com. In order to access our site, you can log onto dnb@downtownnewbedford.org.

In addition, Downtown New Bedford, Inc. freely shares its extensive downtown mailing list with other for profit, non-profit and government departments who need to get important information to the downtown business community.

Marketing Initiatives

In addition to utilizing our Web Site as a marketing tool for Downtown New Bedford, Inc., we have, for several years, been running an ad in the in-room directories of the Hampton Inn, Comfort Inn, Holiday Inn Express and Day's Inn. These advertisements are on the pages with the businesses such as Freestone's City Grill, The Bedford Merchant, Whale's Tale, and Elaine's T-Shirts – Home of the Black Whale, and other downtown ads, and urge visitors to "Turn your stay at the (Hampton, Comfort, Days Inns, Holiday Express) into a mini vacation by visiting downtown New Bedford." It lists downtown amenities and attractions.

We are also working with downtown businesses to help them market themselves via newspaper advertising. The idea is to have Downtown New Bedford, Inc. pay a portion of the advertising bill.

Visitor Guide

Downtown New Bedford, Inc. annually produces a downtown "Visitor Guide". It should be noted that Moore & Isherwood (since the inception of the Visitor Guide) has always given DNB, Inc. a courtesy discount on layout work. The staff distributes the Visitor Guide to the following locations: Airport Terminal, Alert II, BCC, BCCVC, Café Arpeggio, Cecily's, Chamber of Commerce, Christian Science Reading Room, City Hall, Colonial Air, Comfort Inn, Day's Inn, Doll's Closet/Crystal Garden/Green Lantern, Elaine's Home of the Black Whale, Elm St. Garage, Fairhaven Visitor Center, Fort Taber, Fast Ferry Terminal, Fire Museum, Freestone's, Gallery X, Hampton Inn, Historic District Visitor Center, Holiday Inn, Holiday Inn Express, Moniz Gallery, New Bedford Art Museum, New Bedford Preservation Society, NorEast Air, Orchard Street Manor, Pic-A-Deli, Residence Inn by Marriott, Sandpiper Air, UMASS Dartmouth, UMASS-International Students, Waterfront Visitor Center, Zeiterion Theatre, and Zeiterion Garage.

To date more than 21,400 Visitor Guides have been distributed to the above locations. It also must be mentioned that this brochure is an important piece for the City of New Bedford's Marketing Department as well as DNB, Inc.'s "Welcome Packages" and DNB, Inc.'s Business Development initiatives.

For six years now all advertisements in our Visitor Guide have also been added to our web site (<http://www.downtownnewbedford.org>) as a bonus exposure for those businesses.

MEMBERSHIP

Membership support comes in from businesses, organizations and residents. Supporters contribute between \$25 and \$2,500 per year to our finances. Our current membership list:

—A—

AHA!

Artworks at Dover Street
Atlantic Elevator

- B -

Bank Five
Beauregard, Burke & Franco
Bedford Merchant
Beirstadt Art Society
Jean and Arthur Bennett
David Biggs
Biltmore Package and Pic-A-Deli
The Black Whale at Elaine's
Bluebird Taxi Cab
Blush Beauty Bar
Burke & Lamb
The Bristol Building, Real Worth Appraisal
Bristol Community College
Bristol County Savings Bank
John Bullard
Bruce Spooner Financial Services

- C -

The Candleworks Restaurant
Carter's Clothing
Catwalk Bar & Grille
Centre Street Gallery
Christian Science Reading Room
Citizens-Union Savings Bank
City of New Bedford
Citizens Bank of Massachusetts
Comfort Inn
Command Print Solutions, Inc.
Converse Photo
Cooper Insurance
Crowell's Gallery
Cuttyhunk Ferry Service

- D, E -

Days Inn New Bedford
James DeMello
Diversified Marketing Group
Eastern Bank

- F -

Fairhaven Hampton Inn
The Fiber Optic Center
First Church of Christ, Scientist
First Citizens' Federal Credit Union
Freestone's City Grill

- G -

Gallery X
Glaser Glass Corporation
The Greater New Bedford Community Health Center
Greater New Bedford Community Health Foundation
Guido's Plate Glass Service, Inc.

- H -

Hackett Associates/Architects
HallKeen Management, Inc.
Halloran, Lukoff & Smith
High Hill Vineyard
Hodgson, Pratt & Associates
Holden & Associates, Inc.

- I - L -

Eleanor & Terrence Lewis, Sr.
Inter Church Council of Greater New Bedford
.Isaiah's Restaurant
Junior Achievement
Law Office of Breh Dorny

- M -

The Maiden Company
Mare Studios & Gallery, LLC
Massachusetts Small Business Development Center
Mosaic Gallery
Mt. Vernon Group
MV Associates, Realtor and Developer
McDonald's/Elite Corporation
Media Image Productions, Inc.
Millennium bcpbank
Merill Lynch
Meville House Bed & Breakfast
The Moniz Gallery
Monaghan Printing

M.O.L.I.F.E., Inc.
Moore & Isherwood, Inc.
Attorney Robert F. Murray

- N -

Nemasket Group
New Bedford Area Chamber of Commerce
New Bedford Art Museum
New Bedford Credit Union
New Bedford Economic Development Council
New Bedford Housing Authority
New Bedford Preservation Society
New Bedford Police Department
New Bedford Whaling National Historical Park
New Bedford Whaling Museum
New Bedford Buttonwood Zoo
New Bedford Oceanarium
New England Fast Ferry
North End Business Association
North Water St. Real Estate Trust
Mary Louise Nunes, CPA, PC
NSTAR – Gas & Electric

- O, P -

On-A-Roll
Orchard Street Manor
Outlook EAP
Partridge, Snow & Hahn
Paul & Dixon Insurance
Pilgrim United Church of Christ
Ponichtera & DeNardis, PC
Poyant Signs, Inc.
Purchase Street Ventures

- R -

Residence Inn by Marriott
Rockland Trust
Boyd A. Rourke
Rotary Club of New Bedford
Rotch-Jones-Duff House and Garden Museum

- S -

Saint Anne Credit Union
Schooner Ernestina
Sea Born Products, Inc.

SEED Corporation
Slade's Bank
Sperry Van Ness
Arthur W. Short
Southcoast247.com
Southeastern MA Convention & Visitors Bureau
South End Business Association
Sovereign Bank
Spicy Lime Thai Cuisine
The Standard-Times
STAT Ambulance Service
Sylvia & Company Insurance Agency, Inc.

- T -

Tatlock Gallery
Joan & Michael Thomas-Mello
TOFIAS, PC

- U -

UMASS Dartmouth – College of Visual & Performing Arts
UMASS Art Gallery
Union Street Investors Realty Trust
The United Way of Greater New Bedford

- W -

WHALE
Whaling City Expeditions and E.J. Pontiff Real Estate
Webster Bank
Wells Fargo Home Mortgage
The Wilson Gallery
Windward Realty Trust

- Y, Z -

Greater New Bedford YMCA
Your Theatre
Zee Associates
Zeiterion Theatre

COMMUNITY COOPERATIVE ACTIVITY

In our role of service, Downtown New Bedford, Inc. officers, directors and staff, traditionally get involved in many other projects and activities with a myriad of benefits to the community.

During the past year a sampling of projects that DNB, Inc. officers, directors and staff have been associated with include:

1. President serves on the board of the New Bedford Economic Development Council and the Greater New Bedford Chamber of Commerce.

2. Board members are involved with NBEDC (New Bedford Economic Development Council), South Coast Hospitals Capital Drive, the development of the Quest Center, ASSETS, Inc., ACTS, WHALE, the Whaling National Historical Park, AHA!, Greater New Bedford Community Health Center, Coastline Elderly Services Board of Directors and the Mayor's Crusade Against Cancer.

3. The above listings are representative only of the involvement of DNB, Inc. people in the City of New Bedford organizations and projects. Quite naturally, many of our board members also are deeply involved in other community service within their hometowns, too.

CONCLUSION

There is no doubt in anyone's mind that Downtown New Bedford is in the midst of an exciting and truly transformative renewal. Private developers are working on providing top notch condominium units to encourage residential growth downtown. The Corson Building is nearly completely renovated, and the former *Lupo's* building on Acushnet Avenue is also undergoing corrective construction. Meanwhile, the restaurant and retail sector continues to grow with several new businesses opening up to serve the needs of the people who live, work and visit downtown.

New businesses this year include *Cork Tapas Bar* which serves top of the shelf wine selections down on Front Street. After much renovation, *Merlot* recently celebrated its grand opening on William Street where vintage wines are also available during most evenings. Down on Center Street, residents, workers and tourists can buy high-end makeup products from a new establishment called *Blush Beauty Bar*, or they can walk down the street to frequent a new spa called *Skin*, which offers such facial treatments as Botox injections and chemical peels.

Now, let's talk art and clothing. A new establishment called *Attia* on Purchase Street sells an array of designer jeans, while *Mosaic*, also on Purchase Street, is a new collaborative consisting of six women who sell their artwork – pictures,

crafts and clothing – to their clientele. In addition to all new retail and bar businesses, Bristol Community College is now expanding its services by renting space in the *Union Street Loft* building where additional classes will be held for the growing college population. And let's not forget music. *Joe Piper* on William Street is a new storefront whose owner offers music lessons on a variety of instruments, including bagpipes.

Downtown New Bedford, Inc. supports all these businesses, both new and old. The staff and board of directors has also added an exciting new festival called *Taste Our SouthCoast* to the mix. Comprised of over twenty (20) area restaurants, the festival is designed to complement the organization's *Annual New Bedford Seaport Chowder Festival* by attracting thousands of people to the heart of our city. This year we offered free advertising for local businesses in our Chowder Festival brochure in a concerted effort to help promote the retail and restaurant establishments in our city.

DNB, Inc. continues to offer its Loan Program to new start-up and established businesses in the historic downtown as a financial incentive to help them either open their doors or expand their quarters. There are thirteen (13) participating banks, and our Loan Program Brochure naming them is available both in pamphlet form in the office and on-line.

As for public safety, DNB, Inc.'s public safety meetings continue on Monday mornings, headed by board member Arthur Bennett and Community Police Officer Shawn McGuire. An e-mailed safety report continues to gain popularity with inquiries to receive the report coming into the office weekly. We are now up to a three hundred (300) person mailing list and counting.

All in all, the staff, board of directors and volunteers have been pulling up their respective sleeves, and we are working as a team to improve public perception about the downtown area. We are proud to announce that perception is changing for the better with more and more folks frequenting downtown. We witnessed changing perceptions at both our sponsored festivals and with the start-up business inquires we have been receiving of late.

While we have much work to do, we continue to strive to reach our goals and fulfill our mission statement: To make Downtown New Bedford a better place to live, work and visit.

