

GEORGIA INSTITUTE OF TECHNOLOGY
OFFICE OF CONTRACT ADMINISTRATION
SPONSORED PROJECT INITIATION

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Date: MARCH 2, 1977

Project Title: DEVELOP PROCEDURES AND MEASUREMENTS OF THE EFFECTIVENESS AND
EFFICIENCY OF ECONOMIC DEVELOPMENT ORGANIZATIONS AND PROGRAMS

Project No: A-1948

Project Director: MR. R. B. CASSELL

Sponsor: AIDC EDUCATIONAL FOUNDATION

Agreement Period: From 2/11/77 Until 5/13/78

Type Agreement: STD. IND. AGREE. DTD. 2/11/77

Amount: \$20,000

Reports Required: QUARTERLY REPORTS*
*COPY OF TRANSMITTAL LETTER TO EES ACCOUNTING

Sponsor Contact Person (s):

Technical Matters

Contractual Matters
(thru OCA)

MR. RICHARD PRESTON
AIDC EDUCATIONAL FOUNDATION
66 RAILROAD AVE.
BOX 474
SOUTH HAMILTON, MASSACHUSETTS 01982

Defense Priority Rating:

Assigned to: ECONOMIC DEVELOPMENT LABORATORY (School/Laboratory)

COPIES TO:

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Division Chief (EES)
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Project File (OCA)
Project Code (GTRI)
Other _____

GEORGIA INSTITUTE OF TECHNOLOGY
OFFICE OF CONTRACT ADMINISTRATION
SPONSORED PROJECT TERMINATION

Date: 11/22/78

Project Title: Development Procedures and Measurements of the Effectiveness and Efficiency of Economic Development Organizations and Programs

Project No: A-1948

Project Director: Mr. R. B. Cassell

Sponsor: AIDC Educational Foundation

Effective Termination Date: 9/30/78

Clearance of Accounting Charges: All clear

Grant/Contract Closeout Actions Remaining:

- ☒ Final Invoice and Closing Documents
- ☐ Final Fiscal Report
- ☐ Final Report of Inventions
- ☐ Govt. Property Inventory & Related Certificate
- ☐ Classified Material Certificate
- ☐ Other _____

Assigned to: Technology & Development (School/Laboratory)

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Other _____



ENGINEERING EXPERIMENT STATION

GEORGIA INSTITUTE OF TECHNOLOGY • ATLANTA, GEORGIA 30332

Economic Development Laboratory

May 3, 1977

Mr. Richard Preston, President
AIDC Educational Foundation
P. O. Box 474
South Hamilton, MA 09182

Dear Dick:

This constitutes our initial quarterly report of our activities under Project A-1948, which is to render assistance to the AIDC Educational Foundation in certain aspects of its investigation for the development of Standard Procedures and Measurements of the Effectiveness of Economic Development Organizations.

Work Accomplished. After the meeting in Washington on February 16 with your Technical Advisory Committee, Lazar Management Group and Paul Braden of the Economic Development Administration, we have proceeded with the first assignment to develop a mailing list for the survey which Lazar is to undertake.

For this purpose, we have assembled rosters from the American Industrial Development Council, Great Lakes Area Development Council, Northeastern Industrial Developers Association and Southern Industrial Development Council. To these we have added a mailing list of all Regional planning and development organizations and a listing of those Chambers of Commerce which belong to the American Chamber of Commerce Executives organization.

Once the duplicates of individuals and organizations are weeded out, this should provide us a mailing list of 3,500 to 4,000 organizations which can be considered to have some responsibility in, active participation in, or benign interest about the field of industrial development.

Copies of the mailing list will be furnished Lazar Management and your Foundation. A third list will be maintained here. I strongly recommend a selected mailing of the questionnaire to not less than 1,500 recipients, and have so stressed to Paul Braden.

All emphasis in this collection is upon organizations, but in most cases the listing used for mailing purposes is in the name of individuals. Therefore, considerable editing has to be done to keep duplication to a minimum.

Mr. Richard Preston
May 3, 1977
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Work Ahead. In addition, I have written to a contact in every state (mostly on the basis of prior personal contact) in order to acquire rosters of state professional development associations. Entries from these lists will be matched against our files and those organizations not represented will be incorporated.

Other organizational listings will also be accumulated (Council for Urban Economic Development, Port Authorities, Society for Industrial Realtors, and the like) to give as comprehensive a coverage as possible. This then will constitute our basis for creating the matrix of development organizations.

You will recall I have presented to you (and subsequently distributed to all members of the TAC as well as Mr. Braden) a preliminary paper outlining the procedures planned for this phase.

Expenditures. Our internal accounting for this project indicates the following expenditures:

Personal Services	\$554
Travel	150
Overhead and retirement	<u>341</u>
Total	\$1,045

If there are any other questions about our activity on this project, please call me.

Sincerely,

Robert B. Cassell
Industrial Development Division

A-1948

ENGINEERING EXPERIMENT STATION

GEORGIA INSTITUTE OF TECHNOLOGY • ATLANTA, GEORGIA 30332

Technology and Development Laboratory

November 30, 1977

Mr. Richard Preston, President
AIDC Educational Foundation
Post Office Box 474
South Hamilton, MA 09182

Dear Dick:

This will constitute a quarterly report on activity to assist the AIDC Educational Foundation in developing evaluation measures to be used by industrial development organizations and to measure the extent and diversity of such organizations.

Earlier, we completed the initial compilation of the mailing list to be used by Lazar Management Institute. It identifies approximately 4,000 to 5,000 organizations of various developmental involvement in the 50 states.

A complete set of these was supplied to you and to Lazar Management Institute.

In a summer meeting with Paul Braden of EDA and Raymond Milkman of Lazar Management in Washington, they requested we categorize these organizations by type for the mail survey. We agreed upon the following groupings.

1. State Development Organization
2. District Development Organization
3. City Organization
4. County Organization
5. Chamber of Commerce
6. Local/Industrial Development Organization
7. Industrial Park Developer
8. Utility - Bank - Railroad
9. Other

Also we used these designations:

- x. Publicly funded organization
- y. Privately funded organization

The preliminary list of agencies has been expanded now by matching our initial compilation with the rosters of development councils or state associations in a number of states (copy of list included for your use). However, we still

Mr. Richard Preston

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have 11 states for which such data must be collected, if they, in fact, do have such an association. Then I propose to make one further refinement by checking against the rosters of other organizations (Society of Industrial Realtors, National Association of Office and Industrial Parks, etc.).

I had not pressed for completion of this phase of the work until we gathered further insight into the responses and extent of coverage from the mail survey, which Mr. Milkman indicated would be forthcoming. You will recall that at our mid-November meeting in Washington you and I discussed this matter at some length.

I do not as yet have a clear view of what our role should be in the actual application of the evaluation procedures once they are written down. You might give this some thought, so that together we can work out the details of that phase of activity.

Our informal accounting, as of the end of October, indicates:

Personal Services	\$2,015
Travel	295
Materials and Supplies	85
Overhead and Staff Benefits	<u>1,490</u>
Total	\$3,885

This does not constitute an invoice, but does present a statement of where we stand in terms of project expenditures.

With best personal regards.

Sincerely,

Robert B. Cassell
Economic Development Division