Barnstable County Economic Development Council – June 10, 2026 at 4:00 PM

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Meeting Location: Held virtually via Zoom at capecodcommission.org/bcedc/join

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The meeting was held in a virtual format, with members of the Barnstable County Economic Development Council (BCEDC) Grants Committee participating remotely, pursuant to Chapter 20 of the Acts of 2021, as further amended by Chapter 2 of the Acts of 2025.

The Chair announced that since members were participating virtually, all votes and other actions would be done by roll call.

Roll Call

The meeting was called to order at 4:01pm with roll call.

BCEDC Voting Members

Member	Sector	Attendance
Rosalin Acosta	Consulting/Government	Present
Greg Bilezikian	Real Estate Development	Present
Amanda Converse	Retail Commerce	Present
Kara Galvin	Workforce Development	Present
Cindy Horgan	Childcare	Present
Tammi Jacobsen	Higher Education	Present
Christin Marshall	Workforce Development	Present
Alisa Magnotta	Social Services	Absent
Kim McElholm	Social Services	Absent
Robert Talerman	Banking/Finance	Absent

BCEDC Non-voting Members

Member	Affiliation	Attendance
Mark Forest	Barnstable County Commissioner	Absent
Tom Wilson	Cape Cod Commission Representative	Present
John Ohman	Assembly of Delegates	Absent

Cape Cod Commission Staff Present

Erin Perry	Deputy Director
Chloe Schaefer	Chief Planner
Clarke Doody	Special Projects Coordinator

Michelle Pavlov	Administrative Assistant

Summary of Actions Taken/Votes at Meeting

- The BCEDC approved the minutes of the May 13, 2026 BCEDC meeting.
- The BCEDC voted to approve the 2024 CEDS Year 2 Annual Report and forward it to the Cape Cod Commission for approval and submission to the U.S. Economic Development Administration.

Review and Approval of Meeting Minutes: 5/13/2026

Upon a motion by Kara Galvin, seconded by Greg Bilezikian, the draft minutes from the 5/13/26 BCEDC meeting were approved; 6 yes votes, 0 no votes, 1 abstaining vote.

Roll Call Vote

- Rosalin Acosta: Yes
- Greg Bilezikian: Yes
- Amanda Converse: Yes
- Kara Galvin: Yes
- Cindy Horgan: Yes
- Tammi Jacobsen: Yes
- Christin Marshall: Abstain

2024 Comprehensive Economic Development Strategy (CEDS) Year 2 Annual Report

Chloe Schaefer, Chief Planner at the Cape Cod Commission, provided an overview of the CEDS Year 2 Annual Report. Ms. Schaefer explained that a new comprehensive economic development strategy must be developed every 5 years, and most recently, the Commission completed this in 2024. In the interim of those 5-year plans, an annual report is provided to the EDA, and part of that annual report lays out the action plan over the coming year in terms of CEDS implementation. The action plan is rooted in the key actions of the CEDS.

Ms. Schaefer provided an overview of what the Commission has accomplished over the past year. This included working to simplify appropriate housing plans with finalized model housing plans that will be available for free, or at a reduced cost, to be used for development in Barnstable County, developing a draft scope of work for the coming year to conduct an analysis of which industries were growing in the region; working with towns to help advance floodplain regulation to improve their resilience, as well as the Town of Eastham to complete their Climate Action Plan. The Commission also developed a scope of work and contracted with a consultant to carry out a tax assessment of the region to understand the vulnerabilities and opportunities for growth. In addition, they continued to advocate for replacement of the canal bridges, participating in different groups, providing presentations and outreach to different groups and members of the community, as well

DRAFT

as providing administrative support to the management board of the Cape Cod and Islands Water Protection Fund. The Commission worked with a consultant to look at different types of incentive programs that could be used to convert or preserve seasonal housing to year-round units and worked with towns to implement recommendations from their digital equity plans looking to invest in broadband infrastructure. In addition, administrative support and outreach continue to be provided to programs and initiatives like the BCEDC, license plate grants, Data Cape Cod, and One Cape.

Understanding that the CEDS Actions cannot be completed by the Commission alone, partner organizations have also undertaken several initiatives. Some examples include HAC providing incentives for year-round housing, Cape Cod Community College and MassHire Cape and Islands Workforce Board both provided and expanded workforce training programs. Love Live Local and The Cape Cod Chamber of Commerce and the Blue Economy Foundation provided small business support.

Ms. Schaefer went on to explain that the CEDS offers a three-pronged approach in terms of types of evaluation: qualitative indicators, macro indicators, and programmatic indicators. Qualitative indicators are descriptive or contextual updates on initiatives carried out to advance the vision and goals of the CEDS. Macro indicators are high-level data points that are gathered regularly to show trends across long periods of time. Programmatic indicators are data collected as regularly as possible that provide specific measures directly tied to the CEDS actions. Ms. Schaefer provided some examples of the different types of indicators contained in the Annual Report.

Ms. Schaefer then provided an overview of the Year 3 Action Plan, first by going over ongoing work the Commission will continue to carry out, such as incentivizing year-round housing, advancing resilience through floodplain regulations, and continuing to provide BCEDC support. Newly identified projects for the upcoming year include developing recommendations for a construction disruption assistance program that would be able to provide support for local businesses who are impacted by sewer and water construction; completing an analysis of different industry trends, what industries are growing in the region, what industries the region should be looking to attract, and how. Additionally, the Commission will be working with the consultant to complete the regional tax assessment and finally, continuing hazard mitigation planning and planning where to rebuild, or retreat, or reinforce, throughout the region should a natural disaster occur.

Council members were then able to ask questions. Rosalin Acosta asked if the macro indicators are classified by town or as a larger cohort. Ms. Schaefer explained that the data gathered on a county level allows for the year over year comparison, however, if not looking for the single year-by-year comparison, much of the information is available at the town level. Ms. Acosta agreed that the information is vital to learning about out-migration, housing issues, and the retention of young people after they leave school.

A Motion was made to approve the CEDS Year 2 Annual Report by Cindy Horgan and seconded by Greg Bilezikian.

Roll Call Vote

- Rosalin Acosta: Yes
- Greg Bilezikian: Yes
- Amanda Converse: Yes
- Kara Galvin: Yes
- Cindy Horgan: Yes
- Tammi Jacobsen: Yes
- Christin Marshall: Yes

Regional Industry Analysis

Erin Perry, Deputy Director of the Cape Cod Commission, gave a review on a draft of the scope of work to conduct an analysis to determine which industries on Cape Cod are growing, and which assets and opportunities exist for new and priority industries. Ms. Perry asked for member feedback on how the Council should be engaged in the Regional Industry Analysis Project as it moves forward. The BCEDC was given a draft scope of work, along with a brief memo, that identifies some of the topics and questions for discussion.

Ms. Perry explained that CEDS identifies this analysis as a critical step toward growing innovative industries, specifically those industries associated with the blue economy and climate technology, and identifying which assets and opportunities exist on the Cape for those new industries. The intent of this work is to result in recommendations for incentivizing growth of key industries in the region, and identify the support and training programs that should be offered to align with those industries. The draft scope of work includes five tasks:

Task 1 is to identify which industries have been growing and developing a clearer understanding of the changing demographics in the region, and how that impacts future industry needs.

Task 2 will include stakeholder engagement that will inform which new or growing industries the region can and should attract.

Task 3 is to identify assets and opportunities that exist in the region to help attract and grow priority industries to meet the region's needs and future vision.

Task 4 is to identify the needs for growing those priority industries, such as staffing or training, etc.

Task 5 would be to put all the information into a report that would include the analysis, the recommendations, and next steps for fostering growth of those industries.

Ms. Perry welcomed questions and comments on the project. Ms. Christin Marshall asked if there was EDA funding that could be delegated to fund these initiatives. Ms. Perry explained that that

DRAFT

could depend on the recommendations, but it was possible. Furthermore, it would give the Council a better position to ask for funding with the information gathered in the report. Ms. Perry stated that the time frame for this analysis would be looking back approximately 5-10 years. Ms. Amanda Converse of the Town of Orleans agreed with this time frame and commented that the Covid years could skew some of the data. Ms. Rosalin Acosta agreed that Covid would skew the data, but a longer time frame would give a pre-pandemic look that could be compared to the post-pandemic data. Mr. Greg Bilezikian stated that 10 years may not be enough to show a comprehensive picture of industrial changes, housing changes, populations and demographics, economic impacts, etc. Ms. Tammi Jacobsen offered a solution with a "light look back" for 10 years and a more comprehensive lookback for 5 years, possibly focusing on certain areas, or types of data collection. Ms. Schaefer agreed that a longer look back would be better for certain data sets and stated she would investigate the feasibility of that.

Ms. Perry asked the Council for additional feedback on the types of metrics for the data. Ms. Jacobsen offered job posting data as a potential metric including the demand for work, types of work, and what jobs had been filled. Ms. Acosta included the need for data on wages. Mr. Bilezikian agreed to the wage data with the caveat that it was focused on the purchasing power and/or ability to support a home vs. straight wages. Ms. Acosta also brought a report to the attention of the Council regarding immigration data.

Ms. Perry touched on Task 2, as mentioned earlier, and requested feedback on priority industries to attract to the area. Mr. Bilezikian offered "any transportable industry that can give us $200,000 to $300,000 a year earners that could live here and be part of the community… Because then there's an ecosystem that will grow around those folks." He went on to say the industry added must focus on, and appeal to, the younger generations instead of retirees. Ms. Christan Marshall agreed and offered that jobs with housing would be needed for younger people, giving AmeriCorps as an example. Ms. Converse piggybacked on this idea and suggested that municipal government could look at providing housing for workers, like those in AmeriCorps.

Ms. Cindy Horgan submitted that wastewater treatment would be a necessary industry which could grow significantly. Ms. Jacobsen agreed and suggested the Marine Outboard Technician Program, saying it was a sustainable wage and members earn credentials as well. This can lead to hiring, certification, and a potential six-figure salary. Ms. Jacobsen also agreed with Ms. Horgan about the need for industry around drinking water and wastewater, saying she was going to Bristol Community College to tour their wastewater/drinking water lab to possibly implement that on Cape. Equally, the HVAC industry, with help from clean energy incentives and state goals, is growing.

Ms. Perry asked the Council to think about how the metrics for reporting would most benefit the goals and to gather feedback.

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Member Reports

Tammi Jacobsen reported that the presidential search is underway at the college, and their Board of Trustees voted to initiate the process of developing a campus proposal to begin the search. Additionally, Cape Cod Community College Educational Foundation received a gift of $20 million from Maureen Wilkins, the biggest donation to a community college in the state. 4Cs continues to sustain and expand their healthcare programs, including certified nurse assistant, medical interpreter, community health worker, and addiction recovery coach training. Also, they have done a lot of work around CNA, heat pump technician, and marine technology, with intentional access to SNAP for individuals who qualify. Lastly, they have a pending award for MassCEC, for their heat pump technician program, and the first registered apprenticeship in Marine Tech.

Greg Bilezikian reported that the Clean Water Initiative through Farming Falmouth would be using algae to attempt to create compost and turn that into something they can start to repurpose.

Ms. Perry stated that the BCEDC typically does not meet during the summer months of July and August and reconvenes in September, to which the Council was not opposed.

New Business

There was no new business.

Meeting Adjourned

Upon a motion by Cindy Horgan and seconded by Greg Bilezikian, the meeting adjourned at 4:55 pm; all members present voted in favor.

Roll Call Vote

- Rosalin Acosta: Yes
- Greg Bilezikian: Yes
- Amanda Converse: Yes
- Kara Galvin: Yes
- Cindy Horgan: Yes
- Tammi Jacobsen: Yes
- Christin Marshall: Yes

List of Materials Used/Presented

- Draft CEDS Annual Report presented by Chloe Schaefer
- Draft Regional Industry Analysis Memo and SOW presented by Erin Perry

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