

# Leading Cities

*Leading Cities Exchange Mission*

**Dublin, Ireland**  
**October 7– October 12, 2013**



Discovering the Digital Future  
Developing Business Opportunities  
Unlocking Innovation

## Purpose & Goals

This mission is aimed at fostering closer working ties between Dublin and Boston, examining what policies, proposals and initiatives have worked in Ireland that could be replicated in Massachusetts and developing meaningful business to business relationships that lead to sustained success going forward. With this in mind, here are some of the specific questions and goals Leading Cities has identified for this trip:

### **Questions** worth exploring in Dublin:

1. How does a metro region sell itself in a global arena?
2. How has Dublin been able to realize a long-term strategic plan for the region? How does the use of technology and data impact this strategic vision?
3. Why is Ireland an attractive place for entrepreneurs to do business?
4. What resources are available for foreign enterprises looking to do business in Ireland?
5. What are some specific areas of cooperation that would lead to closer ties between Massachusetts and Ireland?

### **Goals** worth pursuing in Dublin:

1. Build business to business contacts that develop in to meaningful partnerships.
2. Identify takeaways for Boston & Massachusetts to better focus on attracting industry.
3. Examine what the city and state have done to encourage entrepreneurship in Ireland.
4. Explore how a city can recreate its processes and innovate in the public sector.
5. Bring Science Gallery to Boston.
6. Discuss opportunities to bring Ireland and Massachusetts closer—through infrastructure, technology, education and policy and other avenues.

# Itinerary

## Monday, October 7

### K Club, Kildare, Ireland

Attire: Casual

**8:00** Arrive in Dublin

**10:00** Free day at the K Club

*The K Club is located in the heart of the idyllic Irish countryside in the pretty village of Straffan, Co. Kildare. Built in 1832, on the banks of the River Liffey, the original house was modelled on a French Château and still retains many of its original architectural features, art work and antiques. It opened as a luxury hotel in 1991.*

*The K Club is home to two Championship Golf Courses- The Palmer Ryder Cup Course, venue for the 2006 Ryder Cup, hailed among Europe's greatest courses and The Smurfit Course, host to the European Open from 1995 to 2007, a challenging links inspired golf course.*

**7:00** Dinner

**8:30** Whiskey Tasting in the bar

# Itinerary

## Tuesday, October 8

### The Digital Future

Attire: Business Formal

- 7:30** Breakfast and morning briefing
- 8:30** Check out and depart for Dublin
- 9:30** Tour Dáil (Irish Parliament)
- 10:00-10:30** Meet with Minister John Perry  
*Minster of State for Small Business*
- 11:00-12:00** Dublin's Digital Master Plan



Speaker: Peter Finnegan, Director, Dublin Office of Economy and International Relations

*Peter Finnegan is responsible for Economic Development, the Digital and Smart City Agenda, City Promotion and Branding, Innovation, International Relations, Research and Access Programs for the City of Dublin.*

- 12:00-1:00** Open Data in Dublin  
Speaker: Pol Mac Aonghusa, IBM Smarter Cities
- 1:30 - 3:00** Lunch
- 3:15-5:00** Visit Digital Hub and Irish Internet Association
- 5:30-6:00** Meet with Minister Richard Bruton  
*Minister for Jobs, Enterprise and Innovation*



*Richard Bruton was appointed Minister for Jobs, Enterprise & Innovation on March 9, 2011. Richard is a former Chair of the European Industrial Council and worked as a research economist before entering politics.*

## Itinerary

### 6:00-7:00 Meet with Sean O'Sullivan



*Sean O'Sullivan has founded several technology companies and organizations, including MapInfo, a \$200 million software and services business headquartered in New York State. Sean established one of his newest ventures in Kinsale in Cork called Avego Ltd which is a small technology firm with offices in Ireland, China, and the United States.*

*O'Sullivan is also Managing Director of SOSventures International, an investment management operation. SOSventures has just invested in the hugely popular website Silicon Republic. Sean is also a "Dragon" on Ireland's Dragon's Den program, similar to Shark Tank.*

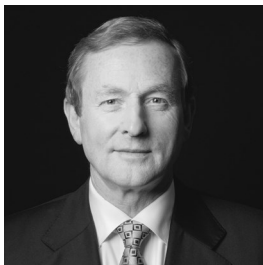
### 7:30-8:00 Cocktail Reception at Farmleigh House

*Farmleigh House is the premier accommodation for visiting dignitaries and guests of the nation and for high level Government meetings. It sits on an estate of 78 acres situated to the north-west of Dublin's Phoenix Park. It was*



*originally built for Arthur Guinness and was purchased from the Guinness family by the Irish Government in 1999 for €29 million.*

### 8:30-10:00 Dinner with Prime Minister Enda Kenny



*Enda Kenny was elected Taoiseach (Prime Minister) in March, 2011. He has represented Mayo as a member of Parliament since 1975, when he was elected at the age of 24. He was elected leader of the Fine Gael party in 2002. He previously served as Cabinet Minister for Tourism and Trade from 1994-1997 and Minister of State for Education and Labor from 1986-1987. He is married with three teenage children.*

### 10:30 Check in at St. Helen's Hotel

# Itinerary

## Wednesday, October 9th

### Business Development

Attire: Business Casual

**8:00-9:00** Breakfast meeting

**9:30-11:30** Doing Business in Ireland

Presenters:

*Industrial Development Agency (IDA)*

*Enterprise Ireland*

*Science Foundation of Ireland*

Ireland's inward investment promotion agency, IDA Ireland (Industrial Development Agency) is responsible for the attraction and development of foreign investment in Ireland.

Enterprise Ireland is the government organization responsible for the development and growth of Irish enterprises in world markets. EI works in partnership with Irish enterprises to help them start, grow, innovate and win export sales on global markets.

Science Foundation Ireland (SFI) invests in academic researchers and research teams who are most likely to generate new knowledge, leading edge technologies and competitive enterprises in the fields of science and engineering.

**12:00-2:00** Visit to Croke Park

*Croke Park has been at the heart of Irish sporting life for over a hundred years. Boasting a capacity for 82,300 people, the stadium is the home of Gaelic games and the headquarters of the Gaelic Athletic Association (GAA). We will be hosted by Dessie Farrell of the Gaelic Players Association.*

**2:00** Lunch (optional)

**3:00** Afternoon and Evening free

# Itinerary

## Thursday, October 10th

### Unlocking Innovation

Attire: Business Casual

**7:00-8:00** Breakfast meeting

**8:30-9:30** Tour of Dublin's Docklands District

*Dublin's Docklands neighbourhood has undergone a complete makeover and is now home to offices of many of the world's premier technology firms.*

**9:30-10:30** Visit Science Gallery



*A venue where today's hot scientific issues are thrashed out and you can have your say. A place where ideas meet and opinions collide. Since opening in 2008, over one million have visited Science Gallery in Dublin - ranking it amongst the top ten free cultural attractions in Ireland.*

**10:30-12:00** Tour Trinity College



*Trinity College was founded in 1592, making it Ireland's oldest university. The college is located on College Green in the centre of Dublin. The school is attended by around 16,000 undergraduate and graduate students each year.*

**12:00-1:00** Visit The Littlest Museum of Dublin

*The Little Museum tells the remarkable story of Dublin in the 20th Century. This non-profit museum was launched in 2011.*

# Itinerary

## Thursday, October 10th

**1:00-2:00** Lunch with former Prime Minister John Bruton



*John Bruton is a former Irish Prime Minister from 1994-1997. During his time as Taoiseach, the Irish economy grew at an average annual rate of 8.7%. He was deeply involved in the Northern Irish Peace Process. From 2004-2009, Mr. Bruton was the EU Ambassador to the United States. He is currently the chairman of IFSC Ireland, a private sector body set up to develop the financial services industry in Ireland. He is married with four children.*

**2:30-3:00** Tour House of Lords



*Ireland's original House of Parliament is the world's first purpose built two-chamber parliament house. It sits on College Green in downtown Dublin. Today it is owned by the Bank of Ireland.*

**3:00-4:30** Dublin's innovative city projects

*Featuring:*

*Deirdre Ni Raghallaigh, City Studio*

*Ali Grehan, Dublin House*

*Shane Waring, Beta Projects*

**5:00-6:30** Tour Guinness Brewery



*Located in the heart of the St. James's Gate Brewery, Guinness Storehouse is Ireland's No. 1 tourist attraction.*

**7:00-9:30** Dinner



# Itinerary

## Friday, October 11th

### Innovation Ireland Forum

Attire: Business Casual

**7:00-8:00** Breakfast meeting

**8:30-12:30** Innovation Ireland Forum

*The Innovation Ireland Forum will bring together leaders in the technology, research and innovation ecosystem and the key stakeholders in government, academia, engineering, technology and investment sectors to help shape the direction of thinking and policy in Ireland.*

**1:00-2:00** Lunch

**2:45-5:00** Visit Newgrange



*Archaeologists classified Newgrange as a passage tomb, however Newgrange is now recognized to be much more than a passage tomb. Ancient Temple is a more fitting classification. Newgrange was constructed over 5,000 years ago (about 3,200 B.C.), making it older than Stonehenge in England and the Great Pyramid of Giza in Egypt.*

**6:00-9:00** Dinner at the home of Gavin Duffy



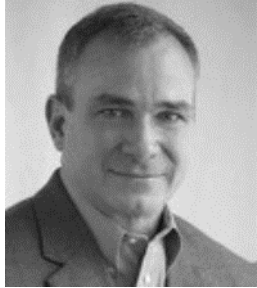
*Gavin is a serial entrepreneur and a veteran of over 40 start-ups. His venture capital portfolio has been concentrated mainly on recruitment, professional development and radio stations. Gavin Duffy is one of the business mentors and investors on RTE's Dragons' Den.*

## Itinerary

### Saturday, October 12th

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|------------------|---|
| <b>7:00-8:00</b> | Breakfast at leisure                                |
| <b>8:00-8:30</b> | Check out of hotel                                  |
| <b>8:30</b>      | Depart for airport                                  |
| <b>11:30</b>     | Aer Lingus flight 137 to Boston departs             |
| <b>1:25</b>      | Aer Lingus flight 137 arrives in Boston, terminal E |

## Delegates



**Joseph J. Albanese**  
**President and CEO**  
**Commodore Builders**

Joe Albanese is the founder and CEO of Commodore Builders, a \$135 million commercial construction company located in Newton, Massachusetts. He is a Registered Professional Engineer, with a degree in Civil Engineering from UMass Lowell and an MBA from Boston University. His life-long career in construction has included executive positions with A.J. Martini, Inc., George B.H. Macomber Company, and Shawmut Design and Construction, before founding Commodore in 2002. In December 2012, Commodore Builders acquired A.J. Martini, Inc.

In 2007, Joe mobilized to the Middle East for 10 months of active military service, as the Commander of the 22nd Naval Construction Regiment. He retired as a Captain, U.S. Navy Civil Engineer Corps in September 2009, after 28 years of military service. His numerous military awards include the Legion of Merit, Meritorious Service Medal (2 awards), Naval Commendation Medal (4 awards), and Navy Achievement Medal (3 awards).

Joe sits on the Board of Directors of the New England Center for Homeless Veterans and on the Board of Advisors of the UMass Lowell Francis College of Engineering. Joe sits on the Board of Directors of the Village Bank in Newton. He sits on the Executive Committee and Board of Directors of the Associated General Contractors, and on the Board of Directors of the U.S.S. Constitution Museum. He is also a Director at Woodland Golf Club, holding the roles of Secretary, and Chairman of the Building Committee.

A resident of Newton since 1967, Joe resides in Newton with his wife Maria. Together they have three children, Joseph Jr. age 22, Emily Rose age 20, and Rachel Ann age 18. Joseph Jr. is a senior at Georgetown University. Emily Rose and Rachel Ann are entering their junior and freshman years at Villanova University.

## Delegates



### **Robert C. Buckley**

**Seinor Partner**

**Reimer and Braunstein**

Land use planning, commercial real estate law, and environmental law are the focus of Bob's practice. He is recognized for his experience in developing comprehensive zoning initiatives for mixed-use development projects and his expertise in environmental issues, including wetlands and Brownfield sites. His work on several projects has been cited by Massachusetts officials as examples of creative and responsive zoning.

Bob's projects have been featured in local and national publications, including *The Boston Globe*, *Boston Business Journal*, and *The Wall Street Journal*. He also has written articles for several publications and has spoken at forums on land use and zoning issues associated with commercial real estate development.

## Delegates



### **Cathleen Douglas Stone**

**President**

**James M. and Cathleen D. Stone Foundation**

Ms. Douglas Stone is Special Assistant for Environment to the Mayor of the City of Boston (1997 to present). She is also President of the James M. and Cathleen D. Stone Foundation. She earned a BA from American University in 1969, a JD from American University in 1972, and an LLM from the Georgetown School of Law in 1974. She serves on the following other Boards of Directors: American Conservation Association, New York; Boston Harbor Islands Alliance, Boston; Boston Water and Sewer Commission; Museum of African – American History, Boston; the School of Social Science, Urban Affairs and Public Policy, Northeastern University; the Supreme Court Historical Society; and The Wilderness Society. Ms. Douglas Stone is married to James M. Stone, and has two children, Curtis and Lauren Stone.

Ms. Stone is presently Special Assistant to the Mayor for environmental affairs. In 1994, she was appointed the City's first Chief of Environmental Services and served in this position until 1997. As Chief of Environmental Services, Ms. Stone directed the Mayor's Environmental Cabinet.

Prior to her tenure as the Chief of Environmental Services, Ms. Stone was of counsel and a partner of the Boston Law firm Foley, Hoag & Eliot where her practice encompassed environmental and administrative law issues.

## Delegates



### **Danielle Duplin**

**Vice President**

**Fidelity Center for Applied Technology**

Danielle D. Duplin is Vice President at the Fidelity Center for Applied Technology (FCAT), an innovation catalyst at Fidelity Investments in Boston, MA. Danielle designs and produces seminars and experiential learning sessions on emerging trends in business and technology that inform, inspire, and connect 40,000 employees worldwide with educators, experts and entrepreneurs. She works with thought leaders in: technology, design, financial services, biotech, sustainability, aging, health and wellness, leadership, collaboration, mobile, big data, science, social impact, globalization, social media, marketing, and more. To date, Danielle has produced over 400 seminars and has coached over 1,000 speakers.

Danielle is co-founder and curator for TEDxBoston, an annual independently organized TED event that has featured 100 luminaries whose revolutionary ideas are addressing global issues. To date, TEDxBoston videos have been viewed over 8 million times worldwide.

In her previous roles as Director and Principal Software Engineer, Danielle and her teams designed and deployed innovative applications that helped debut Fidelity on the World Wide Web and launch a benefits outsourcing business. Danielle created, wrote, and hosted Telefest, an internal TV series on Fidelity's strategic initiatives which earned an international Telly Award.

Danielle volunteers as a delegate on urban policy missions to Israel, Spain, Portugal, and Ireland with Leading Cities; and as a mentor to MassChallenge, an international start-up incubator/competition. Danielle serves on the board of Design That Matters, a non-profit that helps social enterprises in developing countries to design, improve, and scale life-saving devices and services.

Danielle began her career as a Software Engineer at Eaton Corp. in NY, American Science & Engineering in MA, and MIT Lincoln Labs in MA. Danielle earned a B.S. in Mathematics and Computer Science with a minor in Theater Arts at the State University of New York at Binghamton.

## Delegates



**Michael Lake**  
**President**  
**Leading Cities**

Michael is the founding President and CEO of Leading Cities. As President and CEO, Michael establishes and develops relationships with municipal governments, private sector businesses and universities around the world, creating a global network of partner cities dedicated to creating business development and government cooperation opportunities and implementing public policy that effectively addresses the shared challenges facing 21<sup>st</sup> century cities. Michael has served as Special Assistant for White House Operations to two Presidents, policy research analyst to the former Prime Minister of Ireland, and Director of Development for United Way of Massachusetts Bay and Merrimack Valley.

A native of Melrose, MA, Michael was the first and only graduate in history from the state of Massachusetts to have completed five undergraduate majors simultaneously. He graduated summa cum laude studying Finance, Political Science, Communications, Entrepreneurship and Management Information Systems. Michael sits on the board of the Neighborhood Organization for Affordable Housing (NOAH) and ACCIÓN USA; he also serves in various capacities for Fenway Community Health Center, EMERGE's Men's Leadership Council, the Future Boston Alliance and the German Marshall Fund's Transatlantic Cities Network. Michael is the co-founder of Northeastern University's College of Business Talent Development Committee.

## Delegates



### **Kevin P. Martin**

#### **Principal**

#### **Kevin P. Martin and Associates**

Mr. Martin manages his eponymous firm, and serves as Chair of its Executive Committee. He has led the firm through a period of significant growth and expansion focusing on client satisfaction and

retention.

Formerly with KPMG, Mr. Martin has over 25 years of experience in public accounting. Actively involved in the not-for-profit and affordable housing industries, he works to advance the missions of his clients. Considered an expert in community-based revitalization, community and economic development, business strategy and negotiation, and performance measurement, he is a frequent and dynamic lecturer and speaker in both industry and best practices subjects.

His most recent presentations have been on the Low Income Housing and New Market Tax Credit Programs, National Stabilization Program (“NSP2”) and Public Relations Related to Niche Marketplaces.

Mr. Martin is Chair of the Board of Trustees of The Arthritis Foundation, Massachusetts Chapter and serves on the National Steering Committee for Reorganization.



## Delegates



### **Tom Palmer**

#### **President**

#### **Tom Palmer Communication**

Tom Palmer is an independent communications consultant in the Boston area and owner of Tom Palmer Communication. He works with clients to help solve their communications problems and consults on public relations and marketing matters, frequently collaborating with other public relations professionals. He specializes in advising clients on how to communicate clearly and effectively with the public and the media, both traditional and digital.

Tom has extensive experience in the real estate industry but has clients across a broad spectrum, including among nonprofit organizations. Tom is a member of the Greater Boston Chamber of Commerce, National Association of Industrial and Office Properties (now NAIOP), Real Estate Finance Association of the Greater Boston Real Estate Board, and the Urban Land Institute.

Tom was a Boston Globe reporter and editor for more than 30 years. Before leaving the Globe in May 2008, he covered real estate and commercial development for six years in the Business department of the newsroom. Previously, he covered transportation issues for nine years, including the Central Artery/Ted Williams Tunnel project (the Big Dig).

He joined the Globe in 1976 and served at various times as copy editor, assistant national editor, assistant foreign editor, investigative reporter with the Globe's Spotlight Team, general-assignment reporter, roving national reporter, and roving foreign reporter.

Tom graduated from Kansas State University, in Manhattan, Kan., where he was president of the senior class, with a B.A. in technical journalism in 1969, and from the University of Kansas, in Lawrence, with an M.A. in communications in 1971. He previously worked at the Orange Coast Daily Pilot, in Costa Mesa, Calif., and at the Los Angeles Times.

## Delegates



**Bret Perkins**  
**Vice President**  
**Comcast Corporation**

Bret Perkins serves as Vice President of External and Government Affairs for Comcast Corporation. In this role he is responsible for the headquarters' Government Affairs team in Philadelphia, as well as the Company's outreach efforts to third-party groups.

Bret joined Comcast in 2001 and has managed local government affairs while the Company grew from operating in 2,500 communities to 6,000 communities. His responsibilities have included implementing the company's regulatory and legislative initiatives at the local level, managing relationships with state and local intergovernmental associations, developing political strategy, and grassroots communications.

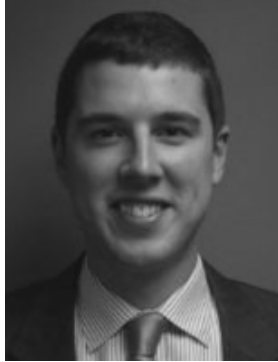
Prior to joining Comcast, he served as Vice President of System Services and Assistant to the President at Mercy Health System in Pennsylvania and worked in legislative affairs at Keystone Mercy/AmeriHealth Mercy Health Plan and with the North Philadelphia Health System.

In 2008, Bret received the National Cable & Telecommunications Association's Vanguard Award for Young Leadership, one of the cable industry's highest honors for its next generation of leaders.

Bret is a member of the Temple University Board of Trustees. He has served as President of the Philadelphia Chapter of the National Association of Multi-Ethnicity in Communications and currently serves on the Board and Executive Committee of The Committee of Seventy, the Philadelphia political watchdog nonprofit organization, the Family Online Safety Institute, and the Philadelphia International Airport Advisory Board.

He received a Bachelor of Business Administration from Temple University and resides in Philadelphia with his wife and two children.

## Delegates



**Ian Sample**  
**Vice President**  
**Leading Cities**

Ian is the Vice President for Operations for Leading Cities. He oversees logistics and operational planning for Leading Cities' annual summit, forum and policy exchange programs.

Ian received a dual bachelor's degree in International Affairs and Political Science from Northeastern University, graduating cum laude. His focus was on international security with a specialization in the Middle East. He has studied in Ghana, Brazil, Egypt, Syria and Qatar. He is currently pursuing a Masters in Business Administration.

Prior to joining World Class Cities Partnership, Ian worked as political director for an at-large Boston City Councilor and as campaign manager for a statewide candidate in Massachusetts. He is originally from Cumberland, Maine, a suburb of Portland.

## Delegates



### **Richard Walker**

**Senior Vice President**

**Federal Reserve Bank of Boston**

Richard Walker has over three decades of experience in business and community development in Boston. For the last 24 years, he has worked at the Federal Reserve Bank of Boston, where he is currently Senior Vice President and Community Affairs Officer of the Regional and Community Outreach Department. Previously, he served in executive positions at the Massachusetts Housing Partnership, the Lincoln Filene Center for Citizenship and Public Affairs at Tufts University, and the Greater Roxbury Development Corporation. He has been instrumental in developing the Boston Business Collaborative, a project that links major corporations with existing minority businesses and led to the formation of the *Initiative for a New Economy*. Richard was an initial participant in the formulation of the Black/Jewish roundtable with American Jewish Committee. He also participated in the working groups which helped form the Massachusetts Housing Investment Corporation and Massachusetts Community and Banking Council. In September 2000, the Governor of Massachusetts appointed Richard to the Board of Directors of the Massachusetts Bay Transportation Authority, and in 2007 he was appointed to the Board of Trustees of Bunker Hill Community College. Richard serves on numerous other boards and is actively involved in promoting fair and equal access to finance and credit through a variety of approaches. He is the executive producer of the award-winning video *To Their Credit: Financing Women Owned Business*, which was first broadcast on KQED in San Francisco in July 1999. He was also responsible for the video *Lesson from a Storm: Banking for Safety*. Richard was instrumental in the development of the Federal Reserve Bank's widely distributed publication *Closing the Gap: A Guide to Equal Opportunity Lending*, designed to help banks avoid possible discriminatory lending practices. And he produced the popular consumer video *Identity Theft: Protect Yourself* and its companion publication, *Identity Theft*. Currently, Richard is leading an innovative project for the Bank called the Working Cities Challenge. The Challenge is a pilot grant competition funded by Living Cities, The Commonwealth of Massachusetts and the Massachusetts Competitive Partnership designed to encourage collaborative leadership and systems change in the Gateway cities. Richard resides in Waltham and has a summer home on Martha's Vineyard.

## Notes

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**Leading Cities Irish Mobile Phone: (353) 087-390-0131**

## **Hotel Information**

### **The K Club**



**Address:** Straffan, Co. Kildare, Ireland

**Phone:** +353 1 601 7200

### **Radisson St. Helen's**



**Address:** Stillorgan Rd, Blackrock, Dublin 4

**Phone:** +353 1 218 6000

